



**SAVINGS**

# **FLEXIACHIEVER SAVINGS PLAN (FA)**

## **Financial flexibility for prosperous growth**

Citibank (Hong Kong) Limited is an appointed insurance agent for AIA International Limited (Incorporated in Bermuda with limited liability). This product brochure is issued by AIA and is for distribution by Citibank (Hong Kong) Limited in Hong Kong only.



AIA International Limited  
(Incorporated in Bermuda with limited liability)



**HEALTHIER, LONGER,  
BETTER LIVES**

# YOUR FLEXIBLE FINANCIAL SOLUTIONS

## Embrace the future with financial confidence

Life is full of unpredictable twists and turns, and having access to financial support can empower your decisions and elevate your quality of life. Whether you are tackling unexpected life situations or seizing potential opportunities, the right funding can be your key to a brighter future. **FlexiAchiever Savings Plan** may offer you the flexibility to enjoy cash liquidity that adapts seamlessly to your evolving needs, while accumulating wealth simultaneously.

With the right financial support, you can fulfil your dreams, grow your wealth, even pass on your wealth to future generations.



# Flexible financial solutions that help you achieve your aspirations

We are aware of your needs...

## Be prepared for the future

**42%**<sup>+</sup>  
 of savings are reserved for unexpected needs

## Essentials for financial assurance

Hong Kong people believe they require savings of  
**HK\$1.08 million**<sup>+</sup>  
 for a sense of security

## A legacy tailored for your loved ones

**58%**<sup>&</sup>  
 of respondents who consider legacy planning prioritise family needs

### Integrated solutions that adapt to your evolving needs

#### FLEXIBILITY



#### Cash liquidity to support your goals

- **Value Safeguard Option**  
**Rare-in-market\***  
 to withdraw certain amount of policy values for transfer to the Value Safeguard Account to gain potential interest, starting from the end of the 6th policy year
- Opportunity to realise gains with **Bonus Lock-in Option** starting from the end of the 15th policy year
- **Bonus Unlock Option**  
**First-in-market\***  
 for reallocating value of the Bonus Lock-in Account as Reversionary Bonus and Terminal Bonus to enjoy potential returns
- **Cash withdrawal** to enhance liquidity when necessary

#### SAVINGS



#### Accumulate wealth in the long term with guaranteed cash value and potential bonus

- **Guaranteed cash value**, non-guaranteed Reversionary Bonus (if any) and non-guaranteed Terminal Bonus (if any) to accumulate wealth in the long term
- Extra potential non-guaranteed **Special Bonus (if applicable)**  
**First-in-market\***  
 to boost your wealth

#### LEGACY



#### Dynamic tools to pass on your wealth to your loved ones

- **Beneficiary Flexi Option**  
**First-in-market\***  
 allows each beneficiary to select the settlement option for his/her share of the unpaid balance of the death benefit according to his/her needs
- A wide variety of choices under the **Death Benefit Settlement Option** to choose from for extra flexibility
- **Change of Insured Option** and **Contingent Insured Option** add extra flexibility to pass on your legacy

#### Remarks:

<sup>+</sup> Source: [https://www.thestandard.com.hk/section-news/section/2/258905/Hongkongers-put-price-of-security-at-\\$1-million](https://www.thestandard.com.hk/section-news/section/2/258905/Hongkongers-put-price-of-security-at-$1-million) (media news: December 2023)

<sup>&</sup> Source: <https://www.scmp.com/native/lifestyle/topics/living-legacy/article/3258555/hongkongers-prioritise-ageing-gracefully-dignity-rather-leaving-inheritance-financial-goal-poll> (media news: April 2024)

<sup>#</sup> As of 9 December 2024, compared with savings insurance products provided by Hong Kong major insurance companies.

<sup>^</sup> Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 October 2022.

<sup>\*</sup> First-in-market refers to the Beneficiary Flexi Option's feature where the policy owner allows the beneficiary to choose to receive the death benefit payment in accordance with the beneficiary's selected settlement option when the beneficiary has attained the designated age chosen by the policy owner or when the beneficiary is diagnosed with a specified illness. This feature is first-in-market when compared with the savings insurance products provided by Hong Kong major insurance companies, as of 9 December 2024.

For more details of the above product features, please refer to "Cover at a glance" in this brochure.



## Value Safeguard Option to fulfil your evolving needs

**Rare-in-market\***

We understand that plans cannot always keep pace with changes. To help you reserve cash on hand for upcoming needs, starting from the end of the 6th policy year, you can withdraw part or all of the latest cash value of any non-guaranteed Reversionary Bonus for transfer to the Value Safeguard Account without reducing the principal amount of your policy\*. You can also withdraw part of the guaranteed cash value and the corresponding cash value of any non-guaranteed Terminal Bonus for transfer to the Value Safeguard Account, however this will reduce the principal amount of your policy\*.

By transferring amount to the Value Safeguard Account, you can earn non-guaranteed interest in the Value Safeguard Account before making any cash withdrawals from the Value Safeguard Account, empowering you to plan for the future with financial assurance. For more details on the Value Safeguard Option, please refer to "Cover at a glance" in this brochure.



## Bonus Lock-in Option and Bonus Unlock Option cater to your evolving financial needs

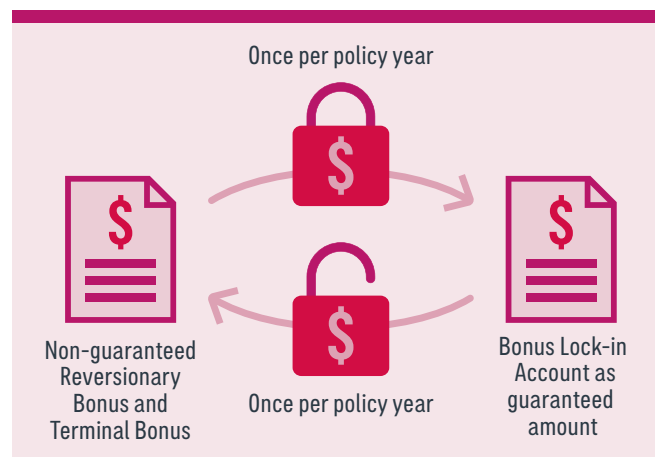
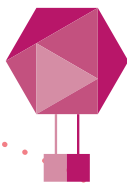
It is crucial to secure your hard-earned assets, particularly in the face of market volatility. Through the Bonus Lock-in Option, **FlexiAchiever Savings Plan** enables you to realise potential returns by transferring the latest cash values of any Reversionary Bonus and Terminal Bonus into a Bonus Lock-in Account to earn interest at a non-guaranteed rate. This is available once per policy year, within 30 days after the end of each policy year starting from the end of the 15th policy year.

To provide flexibility for your financial needs throughout various life stages, you can withdraw cash from the Bonus Lock-in Account at any time without reducing the principal amount of your policy.

### Bonus Unlock Option

**First-in-market\***

By exercising the Bonus Unlock Option, you can even unlock and transfer a certain amount of the latest value of the Bonus Lock-in Account as non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any) to suit your financial needs. This is available once per policy year, within 30 days after the end of each policy year starting from 1 year after bonus lock-in has been made.





## Flexible cash withdrawals to enhance liquidity

With **FlexiAchiever Savings Plan**, you can manage your cashflow easily. To meet your changing needs in the future, you can request to withdraw the non-guaranteed cash value of any Reversionary Bonus alone without reducing the principal amount of your policy\*. You can also withdraw part of the guaranteed cash value and the corresponding non-guaranteed cash value of any Terminal Bonus, however this will reduce the principal amount of your policy\*.

Starting from the end of the 6th policy year, you may transfer the withdrawal amounts to the Value Safeguard Account to earn interest at a non-guaranteed interest rate and you may subsequently withdraw amounts from the Value Safeguard Account at any time.

We will deduct all amount you owe us and all outstanding debt (if any) under your policy before we make any payments.



## Accumulate wealth without hassle

**FlexiAchiever Savings Plan** is a **participating whole-life insurance plan** with guaranteed and non-guaranteed returns. The plan offers guaranteed cash value and, starting from the end of the 3rd policy year, it may declare non-guaranteed Reversionary Bonus (if any) and non-guaranteed Terminal Bonus (if any) to your policy once per year. You can enjoy peace of mind knowing that your wealth is growing effortlessly alongside you.

### Special Bonus (if applicable)

#### First-in-market<sup>#</sup>

Starting from the end of the 11th policy year, if you have not exercised the Bonus Lock-in Option, Value Safeguard Option and Mental Incapacity Option\*\*, and if you have not withdrawn any policy values from your policy, the plan may declare Special Bonus (if applicable) to your policy, which is an additional non-guaranteed bonus. For more details on the Special Bonus (if applicable), please refer to "Cover at a glance" in this brochure.

<sup>#</sup> As of 9 December 2024, compared with savings insurance products provided by Hong Kong major insurance companies.

\* If the withdrawal amount consists of the cash value of any Reversionary Bonus, it will lead to reduction of the face value of the Reversionary Bonus (if any), and any Reversionary Bonus which the Company may declare subsequently and in the future will be reduced accordingly. If the withdrawal amount consists of part of the guaranteed cash value and the corresponding cash value of Terminal Bonus (if any), it will lead to reduction of the principal amount of your policy. The subsequent guaranteed cash value, the face value and cash value of Terminal Bonus (if any), and total premiums paid for the basic plan (as used in the calculation of the death benefit) will all be reduced based on the reduced principal amount, and any Reversionary Bonus and any Terminal Bonus which the Company may declare subsequently and in the future will be reduced accordingly. Therefore, withdrawal of the cash value of any Reversionary Bonus or the guaranteed cash value and the corresponding cash value of Terminal Bonus (if any) will in turn reduce the death benefit, the surrender benefit, the future value of your policy and the sustainability and potential growth of the value of your policy.

<sup>^</sup> Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 October 2022.

\*\* Special Bonus (if applicable) may be payable if your policy is terminated due to exercise of the Mental Incapacity Option, provided all other conditions for Special Bonus are met (i.e. Value Safeguard Option and Bonus Lock-in Option have not been exercised, and no policy value has been withdrawn from your policy).



## Craft the ideal settlement option for your loved ones

If the insured passes away and no contingent insured becomes the new insured, we will pay the death benefit to the person(s) whom you select in your policy as the beneficiary(ies).

Furthermore, **FlexiAchiever Savings Plan** offers an accidental death benefit to alleviate the financial burden on your loved ones in times of unforeseen challenges. This is paid in addition to the death benefit if the insured passes away due to a covered accident within the first year of the policy.

Apart from a lump sum payment, the Death Benefit Settlement Option (“DBSO”) offers you the option to allow the beneficiary(ies) to receive the death benefit and accidental death benefit (if any) in regular instalments. You can select different settlement option for each beneficiary by customising the amount of each instalment and specifying the date of the first instalment payment.

### Death Benefit Settlement Option (DBSO)



Regular instalments  
in a fixed amount



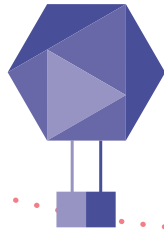
Regular instalments  
in a fixed incremental  
percentage



A lump sum payment  
followed by regular  
instalments



Date of first instalment  
payment option



For added flexibility, **FlexiAchiever Savings Plan** allows you to choose the timing of the last instalment payment based on the age of the beneficiary as designated by you, catering to the beneficiary's needs at various stages of life.

Enhanced

### Last instalment payment (based on the age of the beneficiary)



Instalment payments will be made according to your request made under the DBSO



A lump sum payment as last instalment

### Beneficiary Flexi Option

First-in-market\*

If you have chosen the Death Benefit Settlement Option, you may also choose the Beneficiary Flexi Option which will enable each beneficiary to choose the settlement option for his/her share of the unpaid balance of the death benefit and accidental death benefit (if any) according to his/her needs, upon the earlier of (i) when the beneficiary attains the designated age chosen by you ("Designated Age") and (ii) when the beneficiary is diagnosed with a specified illness including cancer, stroke, heart attack, terminal illness and kidney failure ("Specified Illness").

**Before the beneficiary has attained the Designated Age or is diagnosed with a Specified Illness**



Instalment payments will be made according to your request made under the DBSO



Beneficiary can choose his/her settlement option under the Beneficiary Flexi Option<sup>^</sup>

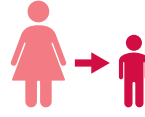
\* First-in-market refers to the Beneficiary Flexi Option's feature where the policy owner allows the beneficiary to choose to receive the death benefit payment in accordance with the beneficiary's selected settlement option when the beneficiary has attained the designated age chosen by the policy owner or when the beneficiary is diagnosed with a specified illness. This feature is first-in-market when compared with the savings insurance products provided by Hong Kong major insurance companies, as of 9 December 2024.

<sup>^</sup> If the insured passes away and no contingent insured becomes the new insured, the beneficiary may apply to select the settlement option for his/her share of the death benefit and accidental death benefit (if any), provided the beneficiary must be aged 18 or above when he/she applies to select his/her settlement option. The settlement options available for selection by the beneficiary will be subject to the settlement options made available by the Company under this option at the time of the beneficiary's application and our prevailing rules and conditions.



## Terminal Illness Protection for an extra level of security for your loved ones

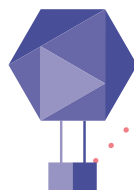
**FlexiAchiever Savings Plan** also helps alleviate the financial burden of medical expenses by providing the Terminal Illness Benefit. In the unfortunate event that the insured is diagnosed with a terminal illness and is expected to pass away within 12 months due to the terminal illness, we will pay you the Terminal Illness Benefit which is a one-off advance payment of the death benefit. If Terminal Illness Benefit is paid, no death benefit will be paid under your basic policy. Upon payment of the Terminal Illness Benefit, all benefits under the **FlexiAchiever Savings Plan** policy will cease. The Terminal Illness Benefit will automatically end upon the policy anniversary on or immediately following the insured's 85th birthday.



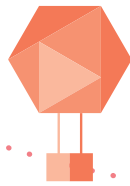
## Ensure continuity with Change of Insured Option and Contingent Insured Option

During the lifetime of the current insured and after the end of the 1st policy year, the Change of Insured Option allows you to change the insured to another loved one as many times as you wish, subject to our prevailing rules and conditions and our approval. That way, your policy values will not be affected and your policy will continue to be effective which can be inherited by future generations, helping you pass on your wealth with ease.

With the Contingent Insured Option, during the lifetime of the current insured, you can designate one of your loved ones as the contingent insured. There is no limit on the number of times you can designate, modify or remove a contingent insured during the lifetime of the current insured. Upon the passing of the current insured, subject to our approval, the contingent insured may become the new insured without affecting your policy values and your policy will continue to be effective, safeguarding your legacy for generations to come.







## Mental Incapacity Option gives your family extra peace of mind in the face of the unknown

**FlexiAchiever Savings Plan** provides Mental Incapacity Option in case you will be suffering from a mental issue and may require funds for expenses. You may designate in advance the designated percentage of policy value and an aged 18 or above family member as a designated recipient. In the event you are diagnosed as a permanent mentally incapacitated person, upon our approval of the designated recipient's application and subject to applicable laws and our prevailing rules and conditions, he/she may receive payment equals to your designated percentage of policy value.

We will deduct all amount you owe us and all outstanding debt (if any) under your policy before we make any payment under this option.



## Add-on cover for extra protection

All add-on plans are subject to additional premiums, underwriting and exclusions. All benefits under add-on plans will be terminated when your **FlexiAchiever Savings Plan** policy terminates.

For more details of the above product features, please refer to "Cover at a glance" in this brochure.

# EXAMPLES

## Case 1

Policy owner and insured:  
Purchased **FlexiAchiever Savings Plan**:

Helen (age 45), married, with a daughter (age 13)  
5-year premium payment term,  
annual premium of US\$20,000, total premiums of US\$100,000



### Policy Issuance

#### Policy Year

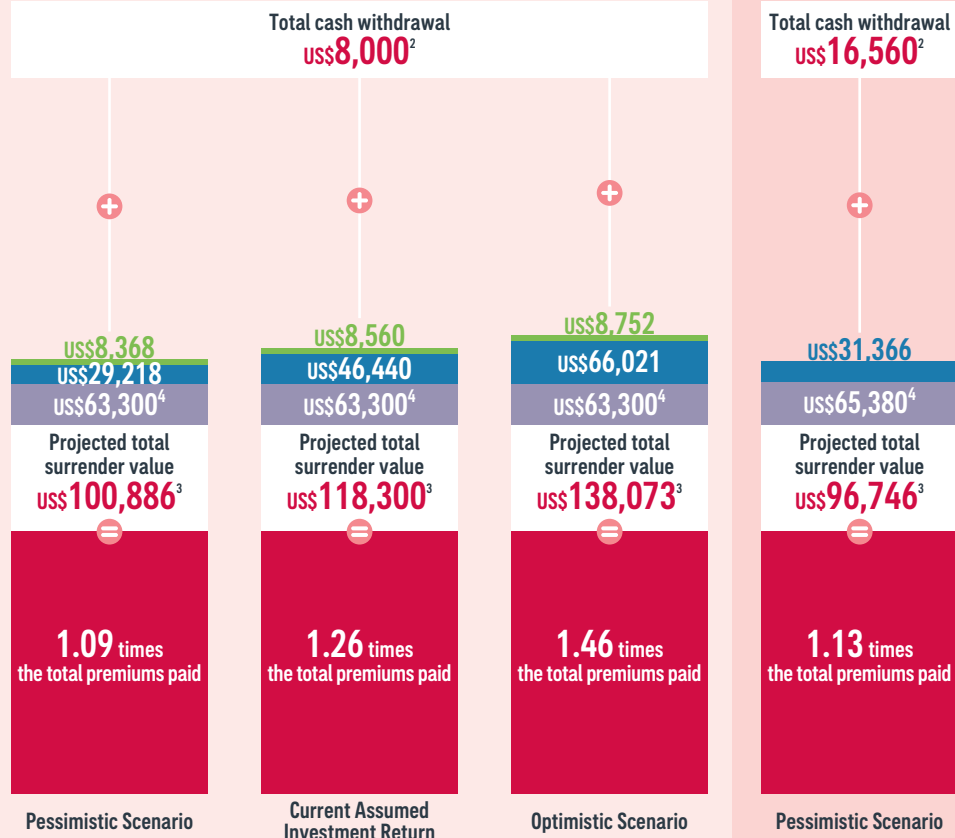
Helen purchases **FlexiAchiever Savings Plan** with total premiums of US\$100,000.

Helen notices her daughter, Stephanie, is interested in pursuing a master's degree after completing her 5-year nursing degree.

To obtain financial flexibility, Helen then withdraws US\$16,000 and transfers to the Value Safeguard Account under the **Value Safeguard Option**<sup>1</sup> to reserve sufficient funds to support Stephanie's goal while earning potential interest.

Stephanie decides to pursue the 2-year master's degree. Helen then **withdraws** US\$8,000<sup>2</sup> from the Value Safeguard Account to pay the first-year tuition fee.

Helen **withdraws** Value Safeguard Account



1. From the end of the 6th policy year onwards, you can choose to transfer the withdrawal amount to the Value Safeguard Account under the Value Safeguard Option to earn interest at a non-guaranteed rate. In this case, the illustrated cash withdrawal from the policy for transfer to the Value Safeguard Account will only consist of the non-guaranteed Reversionary Bonus. Thus, the principal amount will be not reduced. For details of the rules and conditions of the Value Safeguard Option, please refer to "Cover at a glance" in this brochure.

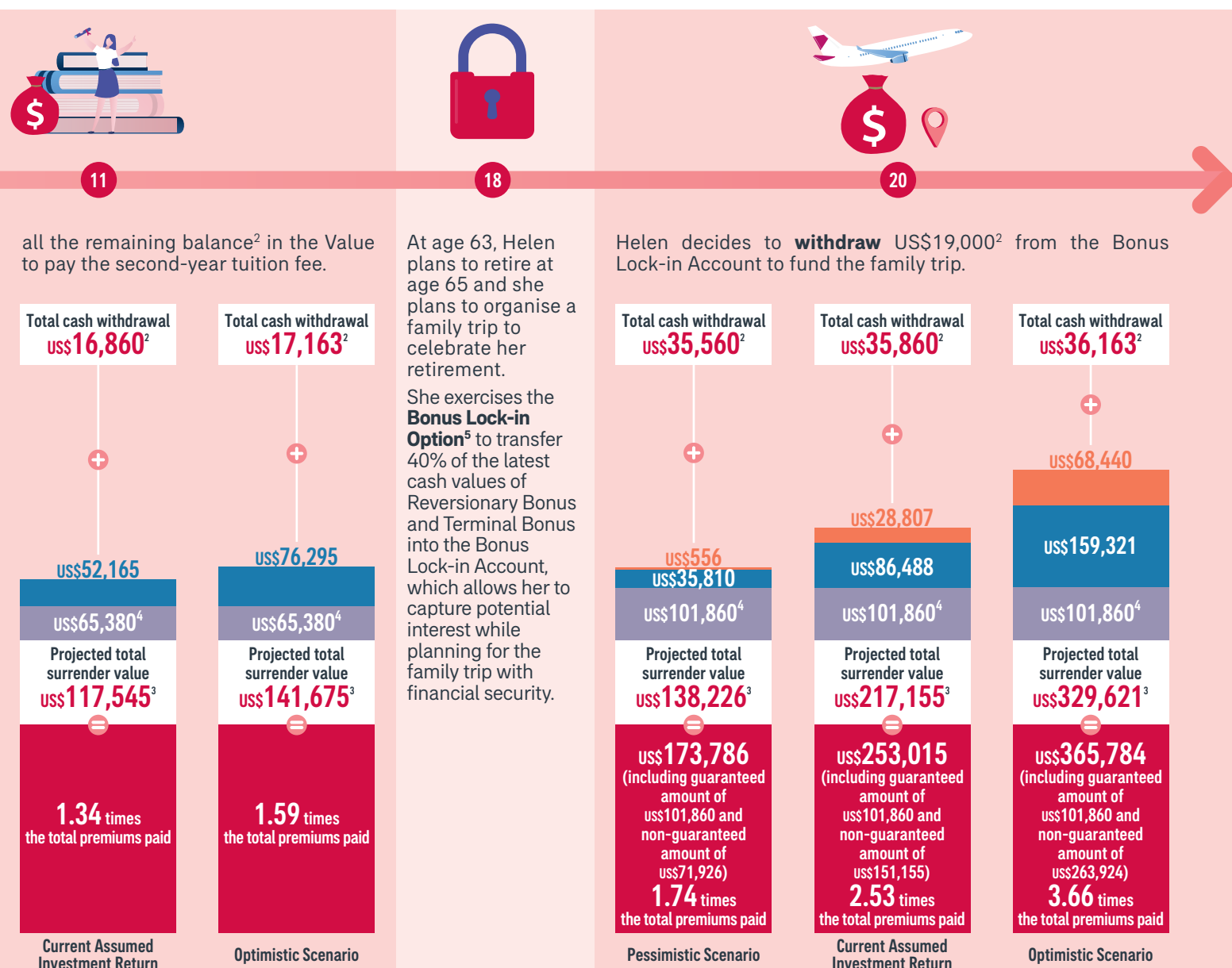
2. The cash withdrawal amount under **FlexiAchiever Savings Plan** for the transfer to the Value Safeguard Account and Bonus Lock-in Account is non-guaranteed. The actual cash withdrawal amount may vary according to the actual non-guaranteed benefit payable. Any cash withdrawal will first be deducted from the remaining balance in the Value Safeguard Account (if any) and/or Bonus Lock-in Account (if any), then from any cash value of the encashable Reversionary Bonus (if any) (the "Cash Value of Encashable Bonus") (declared after the end of the 3rd policy year), and then any withdrawal which exceeds the remaining balance of the Cash Value of Encashable Bonus (if any) will be deducted from guaranteed cash value and any cash value of the Terminal Bonus (declared after the end of the 3rd policy year), which in turn will reduce the principal amount of the policy. Therefore, the subsequent guaranteed cash value, face values and cash values of the Reversionary Bonus (if any) and of the Terminal Bonus (if any) and total premiums paid for the basic plan as used in the calculation of the Death Benefit will be reduced accordingly based on the reduced principal amount, and the amounts will be less than the projections made without cash withdrawal. Please contact our Company to obtain illustrative documents for details of the cash withdrawal mentioned in the case above. This policy will be terminated when the total surrender value has been withdrawn entirely.

## FLEXIACHIEVER SAVINGS PLAN

(The following examples are hypothetical and are for illustrative purposes and reference only. Actual bonuses are not guaranteed and are declared at the Company's sole discretion, and are subject to the terms of the policy.)

With her bustling lifestyle, Helen has little time to plan for her future goals and manage her wealth. She is seeking a way to utilize her funds, which is why she decides to purchase the **FlexiAchiever Savings Plan** that allows her to grow wealth while ensuring liquidity for her future needs.

Value Safeguard Account value    Bonus Lock-in Account value    Non-guaranteed surrender value    Guaranteed cash value    Projected total surrender value



3. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus (i) the non-guaranteed cash values of the Reversionary Bonus (if any) and of the Terminal Bonus (if any); (ii) Value Safeguard Account value (if any); and (iii) Bonus Lock-in Account value (if any) and is based on the projected surrender value and bonus scales under different scenarios of investment return assumption. The projected surrender value and bonus scales under different scenarios of investment return assumption are illustrative only, and are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus (if any) and Terminal Bonus (if any) payable throughout the duration of the policy may vary from year to year at the Company's sole discretion, which may be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no policy loans are taken throughout the term of the policy, Special Bonus (if applicable) is not paid, Bonus Unlock Option and Mental Incapacity Option are not exercised, and that all premiums are paid in full when due. To receive the amounts illustrated, the policy owner must surrender his policy at the end of the respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.

4. The guaranteed cash value is calculated based on the projected principal amount at the end of each policy year. The actual principal amount after each partial surrender will be less than the projected figures for each policy year.

5. From the end of the 15th policy year onwards, you can choose to exercise the Bonus Lock-in Option and earn interest at a non-guaranteed rate. For details of the rules and conditions of the Bonus Lock-in Option, please refer to "Cover at a glance" in this brochure.

All figures stated in the illustrative examples are rounded to the nearest whole integer.

## Case 2

Policy owner and insured:  
Purchased **FlexiAchiever Savings Plan**:

David (age 40), married, with no children  
5-year premium payment term,  
annual premium of US\$50,000, total premiums of US\$250,000



### Policy Issuance

#### Policy Year

David purchases **FlexiAchiever Savings Plan** with total premiums of US\$250,000 and designates his wife, Sharon (age 35), as the beneficiary.

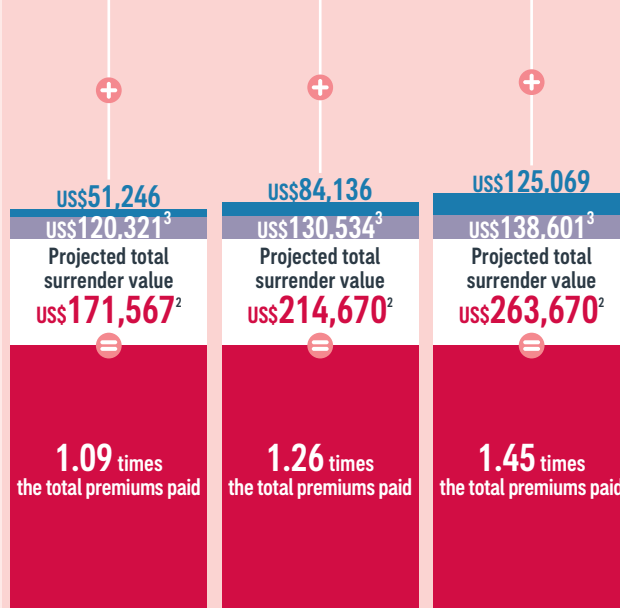


### 10

David decides to **withdraw** US\$100,000<sup>1</sup> to fund his entrepreneurial business.

He chooses the Death Benefit Settlement Option along with the **Beneficiary Flexi Option**<sup>4</sup> and sets the designated age as 70. If David passes away, Sharon may select her preferred settlement option for the unpaid balance of the death benefit when she attains age 70.

Total cash withdrawal  
**us\$100,000<sup>1</sup>**



Pessimistic Scenario

Current Assumed Investment Return

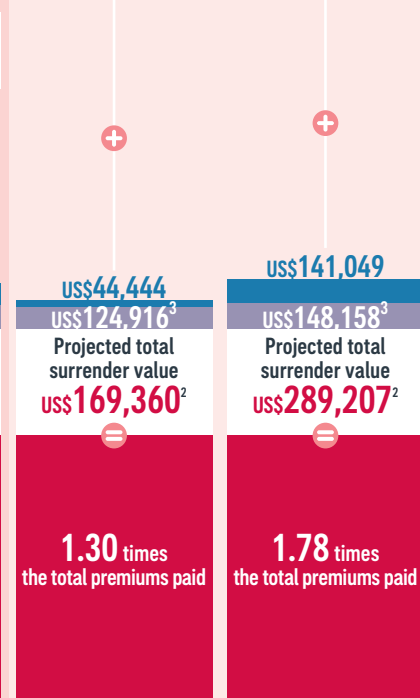
Optimistic Scenario



### 16

To expand his business, David **withdraw** US\$55,000<sup>1</sup>.

Total cash withdrawal  
**us\$155,000<sup>1</sup>**



Pessimistic Scenario

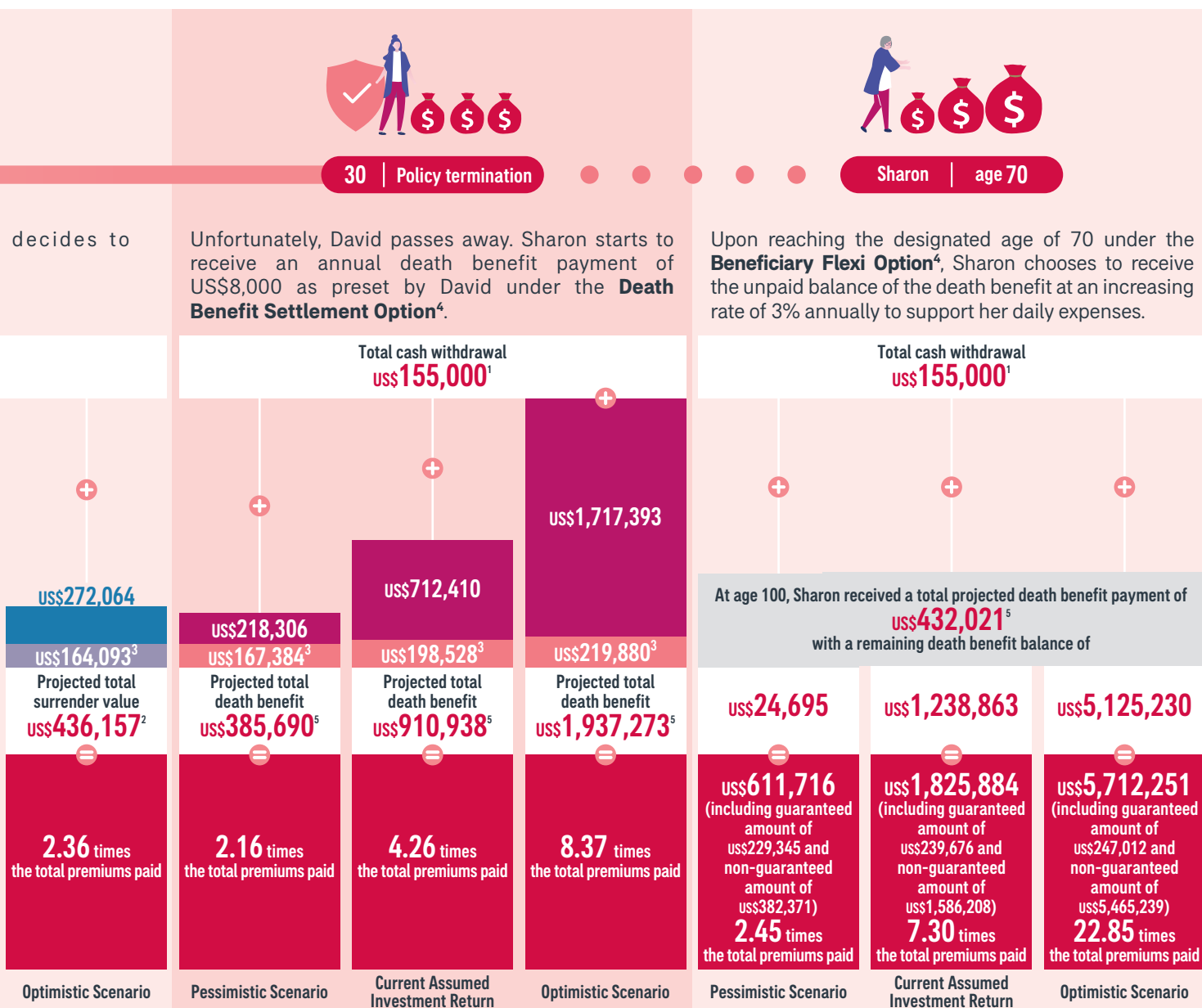
Current Assumed Investment Return

- The cash withdrawal amount under **FlexiAchiever Savings Plan** is non-guaranteed. The actual cash withdrawal amount may vary according to the actual non-guaranteed benefit payable. The illustrated cash withdrawals above will first be deducted from any cash value of the Reversionary Bonus (if any) ("Cash Value of Encashable Bonus") (declared after the end of the 3rd policy year), and then any withdrawals which exceed the remaining balance of the Cash Value of Encashable Bonus (if any) will be deducted from the guaranteed cash value and any cash value of the Terminal Bonus (if any) (declared after the end of the 3rd policy year), which in turn will reduce the principal amount of the policy. The amount of reduction of principal amount will vary based on the investment return assumption under different scenarios. The subsequent guaranteed cash value, face values and cash values of the Reversionary Bonus (if any) and of the Terminal Bonus (if any) and total premiums paid for the basic plan as used in the calculation of the Death Benefit will be reduced accordingly based on the reduced principal amount and the amounts will be less than the projections made without cash withdrawal. Please contact our Company to obtain illustrative documents for details of the cash withdrawal mentioned in the case above. This policy will be terminated when the total surrender value has been withdrawn entirely.
- The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus the non-guaranteed cash values of Reversionary Bonus (if any) and of the Terminal Bonus (if any) and is based on the projected surrender value and bonus scales under different scenarios of investment return assumption. The projected surrender value and bonus scales under different scenarios of investment return assumption are illustrative only, and are neither indicative of future performance nor are they guaranteed. Past performance or current performance of our business should not be interpreted as a guide for future performance. The actual face values and cash values of the Reversionary Bonus (if any) and Terminal Bonus (if any) payable throughout the duration of the policy may vary from year to year at the Company's sole discretion, which may

## FLEXIACHIEVER SAVINGS PLAN

David understands that as the world changes, so will his own needs. He is taking proactive steps to prepare for an unknown future by purchasing **FlexiAchiever Savings Plan** to ease his peace of mind.

■ Non-guaranteed surrender value ■ Guaranteed cash value ■ Projected total surrender value ■ Non-guaranteed death benefit ■ Guaranteed death benefit ■ Projected total death benefit



be greater or less than the previously declared amounts based on a number of factors and may be less or more favourable than those illustrated. The above example assumes that no policy loans are taken throughout the term of the policy, Special Bonus (if applicable) is not paid, the Value Safeguard Option, Bonus Lock-in Option, Bonus Unlock Option and Mental Incapacity Option are not exercised, and that all premiums are paid in full when due. To receive the amounts illustrated, the policy owner must surrender his policy at the end of the respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.

- The guaranteed cash value is calculated based on the projected principal amount at the end of each policy year. The actual principal amount after each partial surrender will be less than the projected figures for each policy year.
- Before you select the Beneficiary Flexi Option for the beneficiary, you must have firstly selected the Death Benefit Settlement Option for the beneficiary. The Death Benefit Settlement Option and the Beneficiary Flexi Option are subject to our approval and our prevailing rules and conditions. Any balance of Death Benefit and Accident Death Benefit (if any) yet to be paid will accumulate interest at a non-guaranteed rate. For details of the rules and conditions of the Death Benefit Settlement Option and the Beneficiary Flexi Option, please refer to "Cover at a glance" in this brochure.
- If the insured passes away, we will pay the death benefit to the person whom the policy owner selects in the policy as the beneficiary. The death benefit will include the higher of: (i) the sum of the policy's guaranteed cash value plus the face value of the Reversionary Bonus (if any), the face value of the Terminal Bonus (if any) and the face value of the Special Bonus (if applicable); and (ii) 105% of the total premiums paid for the basic plan. We will deduct all amount you owe us and all outstanding debt under the policy before we make the payment to the beneficiary.

All figures stated in the illustrative examples are rounded to the nearest whole integer.

## Cover at a glance

<b>Premium Payment Term</b>	5-year
<b>Insured's Age at Application</b>	15 days to age 75
<b>Premium Payment Mode</b>	Annually / Semi-annually / Quarterly / Monthly
<b>Benefit Term</b>	Whole life
<b>Policy Currency</b>	US\$
<b>Minimum Annual Premium at Application</b>	US\$2,000
<b>Principal Amount</b>	For calculation of the premium and relevant policy values only and will not be payable as the death benefit.
<b>Rare-in-market# Value Safeguard Option</b>	<p>Starting from the end of the 6th policy year, you may apply to withdraw certain amount of the following policy values for transfer to the Value Safeguard Account to earn interest at a non-guaranteed interest rate:</p> <ul style="list-style-type: none"> <li>• Part or all of the cash value of Reversionary Bonus (if any); and/or</li> <li>• Part of the guaranteed cash value together with the corresponding cash value of Terminal Bonus (if any).</li> </ul> <p>All amounts transferred to the Value Safeguard Account cannot be cancelled or reversed. Exercising the Value Safeguard Option will reduce the future value of your policy and the sustainability and potential growth of the value of your policy.</p> <p><b>Transfer Amount to Value Safeguard Account</b></p> <ul style="list-style-type: none"> <li>• The calculation of the amount to be withdrawn and transferred to the Value Safeguard Account is based on the guaranteed cash value (if applicable), latest cash value of the Reversionary Bonus (if applicable) and the latest cash value of the Terminal Bonus (if applicable) as of the date of our approval of your application, after deducting all amount you owe us and all outstanding debt (if any) under the policy.</li> <li>• The principal amount of the policy after transfer has been made to the Value Safeguard Account must not be less than the minimum amount we permit at the time of your application. The minimum amount is subject to change as determined by us at our discretion from time to time and our prevailing rules and conditions.</li> <li>• If part of guaranteed cash value and the corresponding cash value of any Terminal Bonus have been transferred to the Value Safeguard Account, the principal amount of your policy will be reduced. The subsequent guaranteed cash value, face value and cash value of Terminal Bonus (if any), and the total premiums paid for the basic plan (as used in the calculation of the death benefit) will all be reduced based on the reduced principal amount. After such transfer, any Reversionary Bonus and any Terminal Bonus which the Company may declare subsequently and in the future will be reduced accordingly. Therefore, such transfer will in turn reduce the death benefit, the surrender benefit and the future value of your policy.</li> <li>• If part or all of the cash value of any Reversionary Bonus has been transferred to the Value Safeguard Account, the face value of Reversionary Bonus (if any) will be reduced correspondingly, and any Reversionary Bonus which the Company may declare subsequently and in the future will be reduced accordingly, therefore reducing the future value of your policy.</li> <li>• Once the Value Safeguard Option is exercised, Special Bonus (if applicable) will no longer be declared and will no longer be paid under the policy.</li> </ul> <p><b>Value of the Value Safeguard Account</b></p> <ul style="list-style-type: none"> <li>• Any balance in your Value Safeguard Account may accumulate interest at a non-guaranteed rate as determined by us from time to time.</li> <li>• Subject to our prevailing rules and conditions, you may withdraw cash from the Value Safeguard Account at any time.</li> </ul> <p># As of 9 December 2024, compared with savings insurance products provided by Hong Kong major insurance companies.</p>

## Cover at a glance (continued)

### Bonus Lock-in Option

Within 30 days after the end of each policy year starting from the end of the 15th policy year, you may apply to exercise the Bonus Lock-in Option once per policy year.

Exercising the Bonus Lock-in Option will reduce the future value of your policy and the sustainability and potential growth of the value of your policy.

#### Transfer of Lock-in Amount to the Bonus Lock-in Account

You can decide on what percentage of the non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any) to transfer, subject to the following rules:

- The percentages of the Reversionary Bonus (if any) and Terminal Bonus (if any) transferred into your Bonus Lock-in Account must be identical to each other.
- The percentages cannot be less than 10% and more than 70% (minimum and maximum percentages are subject to change as determined by us at our discretion from time to time and our prevailing rules and conditions). The Lock-in Amount is subject to a minimum amount that is determined by us at our discretion from time to time and our prevailing rules and conditions.
- The calculation of the Lock-in Amount is based on the latest cash value of the Reversionary Bonus (if any) and the latest cash value of the Terminal Bonus (if any) as of the date of our approval of your application, after deducting all amount you owe us and all outstanding debt (if any) under the policy.
- Once the Lock-in Amount is transferred to the Bonus Lock-in Account, Reversionary Bonus (if any) and Terminal Bonus (if any) which we may declare subsequently and in the future will be reduced accordingly, therefore reducing the future value of your policy.
- Once the Bonus Lock-in Option is exercised, Special Bonus (if applicable) will no longer be declared and will no longer be paid under the policy.

#### Value of the Bonus Lock-in Account

- Any balance in your Bonus Lock-in Account may accumulate interest at a non-guaranteed rate as determined by us from time to time.
- Subject to our prevailing rules and conditions, you may withdraw cash from the Bonus Lock-in Account at any time.

### First-in-market<sup>^</sup> Bonus Unlock Option

Within 30 days after the end of each policy year starting from 1 year after you have exercised the Bonus Lock-in Option, you may apply to exercise the Bonus Unlock Option once per policy year.

The timing and frequency of exercising the Bonus Unlock Option may significantly affect the return of your policy. The unlocked part may be subject to the risk of higher investment return volatility whenever you exercise the Bonus Unlock Option.

#### Reallocate the Lock-in Amount as non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any)

You can decide on a certain percentage of the latest value of the Bonus Lock-in Account to transfer as non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any), subject to the following rules:

- The percentage must be between 10% and 100% (minimum and maximum percentages are subject to change as determined by us at our discretion from time to time and our prevailing rules and conditions).
- The calculation of the amount to be transferred as the Reversionary Bonus (if any) and Terminal Bonus (if any) is based on the latest value of the Bonus Lock-in Account as of the date of our approval of your application, after deducting all amount you owe us and all outstanding debt (if any) under the policy.
- Once the unlock amount is transferred as the non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any), any Reversionary Bonus and Terminal Bonus which we may declare subsequently and in the future will be adjusted accordingly. The unlock amount will be changed from guaranteed value in the Bonus Lock-in Account to non-guaranteed value as Reversionary Bonus (if any) and Terminal Bonus (if any).

<sup>^</sup> Bonus Unlock Option was pioneered by AIA in the Global Power Multi-Currency Plan 2 on 5 October 2022.

### Non-Guaranteed Bonuses (Reversionary Bonus and Terminal Bonus (if any))

The following non-guaranteed bonuses may be declared to your policy once per policy year starting from the end of the 3rd policy year:

#### Reversionary Bonus (if any)

- Non-guaranteed bonus that may be cashed out or left to accumulate in the policy.
- Face value forms a permanent addition to your policy once declared, and it may be payable as part of the death benefit according to the death benefit calculation.
- Cash value is non-guaranteed and may be payable upon policy surrender or termination of the policy for a reason other than the insured's death. The cash value is determined by us at our discretion.

#### Terminal Bonus (if any)

- Non-cumulative, non-guaranteed bonus.
- Amount valid until next declaration.
- Amount in each declaration may be greater or less than the previous declared amount based on a number of factors, including but not limited to investment returns and general market volatility.
- Face value is non-guaranteed and may be payable as part of the death benefit according to the death benefit calculation.
- Cash value is non-guaranteed and may be payable upon policy surrender or termination of the policy for a reason other than the insured's death. The cash value is determined by us at our discretion.

## Cover at a glance (continued)

### First-in-market<sup>#</sup> Non-Guaranteed Special Bonus (if applicable)

The Special Bonus is a non-guaranteed bonus which may be declared to your policy once per policy year starting from the end of the 11th policy year if all of the following conditions are met:

- No policy value has been withdrawn from the policy, including no partial surrender of the policy has been made;
- No Value Safeguard Option and no Bonus Lock-in Option have been exercised; and
- No payment has been made under the Mental Incapacity Option (except Special Bonus may be payable if your policy is terminated due to exercise of the Mental Incapacity Option, provided all of the above conditions for Special Bonus are met).

#### Special Bonus (if applicable)

- Non-cumulative, non-guaranteed bonus.
- Amount valid until next declaration.
- Amount in each declaration may be greater or less than the previous declared amount based on a number of factors, including but not limited to investment returns and general market volatility.
- Face value is non-guaranteed and may be payable as part of the death benefit according to the death benefit calculation, provided all of the conditions for Special Bonus as set out above are met.
- Cash value is non-guaranteed and may be payable upon surrender of your policy or termination of the policy for a reason other than the insured's death, provided all of the conditions for Special Bonus as set out above are met. The cash value is determined by us at our discretion.

<sup>#</sup> As of 9 December 2024, compared with savings insurance products provided by Hong Kong major insurance companies.

### Surrender Benefit

The surrender benefit will include the sum of:

- guaranteed cash value;
- non-guaranteed cash value of the Reversionary Bonus (if any);
- non-guaranteed cash value of the Terminal Bonus (if any);
- non-guaranteed cash value of the Special Bonus (if applicable);
- any remaining balance in the Value Safeguard Account (if any); and
- any remaining balance in the Bonus Lock-in Account (if any).

We will deduct all amount you owe us and all outstanding debt (if any) under your policy before we make the payment.

### Death Benefit

The death benefit will be the higher of:

- 105% of the total premiums paid for the basic plan; and
- the sum of:
  - guaranteed cash value;
  - non-guaranteed face value of the Reversionary Bonus (if any);
  - non-guaranteed face value of the Terminal Bonus (if any); and
  - non-guaranteed face value of the Special Bonus (if applicable).

Together with any remaining balance in the Value Safeguard Account (if any) and the Bonus Lock-in Account (if any).

We will deduct all amount you owe us and all outstanding debt (if any) under your policy before we make the payment to the beneficiary.

### Accidental Death Benefit

In addition to the death benefit, if the insured passes away due to a covered accident within the first year of the policy, we will also pay the accidental death benefit which is equal to the total premiums paid for the basic plan. No more than US\$100,000 can be claimed for accidental death benefit with respect to the same insured under all **FlexiAchiever Savings Plan** policies, and such limit will be prorated among all such policies according to the proportion of the total premiums paid for the basic plan of each policy.



## Cover at a glance (continued)

### Death Benefit Settlement Option

- During the lifetime of the insured, you can select part or all of the death benefit and accidental death benefit (if any) to be paid to your beneficiary at regular intervals during a period chosen by you, provided that the total annual payment is equal to at least 2% of the sum of the death benefit and accidental death benefit (if any). You can choose the first instalment payment date<sup>^</sup> and the beneficiary's age to receive the last instalment payment<sup>^</sup>.
- The remaining amount of the death benefit and accidental death benefit (if any) will be left with our Company to accumulate interest at a non-guaranteed interest rate determined by us, until the full amount of the death benefit and accidental death benefit (if any) has been paid to the beneficiary.
- The Death Benefit Settlement Option is not available if the sum of the death benefit and accidental death benefit (if any) payable under the policy is less than US\$50,000.

<sup>^</sup> If the insured passes away after your chosen first instalment payment date, the first instalment payment of death benefit and accidental death benefit (if any) will be paid immediately after the death claim is approved. If the insured passes away after your chosen beneficiary's age to receive the last instalment payment, the death benefit and accidental death benefit (if any) will be paid immediately after the death claim is approved in a lump sum.

### First in market\* Beneficiary Flexi Option

- Provided you have already chosen the Death Benefit Settlement Option, you may also choose the Beneficiary Flexi Option during the lifetime of the insured, which will allow the beneficiary to receive his/her share of any unpaid balance of the death benefit and accidental death benefit (if any) in accordance with the settlement option selected by such beneficiary when the Beneficiary Flexi Option becomes effective upon the earlier of (a) the beneficiary has attained the Designated Age chosen by you; and (b) the beneficiary has attained age 18 and has been diagnosed with a Specified Illness, subject to our approval and our prevailing rules and conditions.
- The Designated Age chosen by you must be 18 years or older.
- "Specified Illness" means any of the following illnesses: cancer, stroke, heart attack, terminal illness, kidney failure, and any other illnesses which we may determine at our discretion from time to time. We shall assess the beneficiary's request according to our prevailing rules and conditions and the procedures set out in our prescribed forms, and we reserve the right to reject the beneficiary's request if satisfactory medical proof of the beneficiary's Specified Illness has not been provided to us or has not been accepted by us.
- If the insured passes away and no contingent insured becomes the new insured, the beneficiary may apply to select the settlement option for his/her unpaid balance of the death benefit and accidental death benefit (if any), and the beneficiary must be at least 18 years old at the time he/she selects the settlement option. The beneficiary's selection will be subject to the settlement options made available by us under this option at the time of the beneficiary's application ("Beneficiary's Settlement Option"). The beneficiary can change the Beneficiary's Settlement Option once a year.
- Subject to our prevailing rules and conditions:
  - i. if the beneficiary's share of the unpaid balance of the death benefit and accidental death benefit (if any) is at least US\$50,000, the settlement options available for selection by the beneficiary include the following: (i) in a lump sum payment; (ii) regular instalments in a fixed amount; (iii) regular instalments in a fixed incremental percentage; and (iv) a lump sum payment followed by regular instalments;
  - ii. if the beneficiary's share of the unpaid balance of the death benefit and accidental death benefit (if any) is less than US\$50,000, the settlement options available for selection by the beneficiary include the following: (i) in a lump sum payment; and (ii) payment in accordance with your preset Death Benefit Settlement Option for such beneficiary until the full amount has been paid.
- Before the Beneficiary's Settlement Option becomes effective, we will pay the beneficiary's share of the death benefit and accidental death benefit (if any) to him/her according to your request made under the Death Benefit Settlement Option. Once the Beneficiary's Settlement Option becomes effective, we will pay the beneficiary's share of the unpaid balance of the death benefit and accidental death benefit (if any) to him/her according to his/her selected settlement option.
- The remaining amount of the beneficiary's share of the death benefit and accidental death benefit (if any) will be left with our Company to accumulate interest at a non-guaranteed interest rate determined by us, until the full amount has been paid to the beneficiary.
- If your beneficiary has not selected any settlement option, or if the Beneficiary's Settlement Option does not become effective for whatever reason, we will continue to pay the beneficiary's share of the unpaid balance of the death benefit and accidental death benefit (if any) to him/her according to your request made under the Death Benefit Settlement Option until the full amount has been paid.

\* First-in-market refers to the Beneficiary Flexi Option's feature where the policy owner allows the beneficiary to choose to receive the death benefit payment in accordance with the beneficiary's selected settlement option when the beneficiary has attained the designated age chosen by the policy owner or when the beneficiary is diagnosed with a specified illness. This feature is first-in-market when compared with the savings insurance products provided by Hong Kong major insurance companies, as of 9 December 2024.

## Cover at a glance (continued)

### Terminal Illness Benefit

If the insured is expected to pass away within 12 months due to a terminal illness, as confirmed by both the registered medical practitioner in the appropriate medical specialty and the Company's appointed registered medical practitioner, a one-off advance payment will be paid as Terminal Illness Benefit to you.

The Terminal Illness Benefit is an advance payment of the death benefit under your policy. If Terminal Illness Benefit is paid, no death benefit will be paid under your policy. All benefits under the **FlexiAchiever Savings Plan** policy will cease upon payment of the Terminal Illness Benefit. The Terminal Illness Benefit will automatically end upon the policy anniversary on or immediately following the insured's 85th birthday.

### Change of Insured Option

You may exercise the Change of Insured Option as many times as you wish, subject to our approval.

#### At the time of applying to exercise the Change of Insured Option

- Subject to our approval, you may opt to change the insured of the policy during the lifetime of the current insured and after the end of the 1st policy year.
- You and the beneficiary must have insurable interest in the proposed new insured.
- The proposed new insured must be between 15 days and 60 years of age at the time of application.
- No medical examination is required for the proposed new insured if the total annual premiums does not exceed the aggregate limit set for such insured, subject to our prevailing rules and conditions.

#### After the change of insured

- The policy will continue to be effective, and the policy values of the policy will not be affected by the change of insured. No death benefit will be payable due to passing of the current insured.
- All existing add-on plans will automatically terminate. Add-on plans may be re-applied for after the change of insured.

### Contingent Insured Option

You may exercise the Contingent Insured Option as many times as you wish, subject to our approval.

#### At the time of applying to designate the Contingent Insured

- Subject to our approval, there is no limit on the number of times you can designate, modify or remove a contingent insured during the lifetime of the current insured.
- You and the beneficiary must have insurable interest in the proposed contingent insured.
- The proposed contingent insured must be between 15 days and 60 years of age at the time of application.
- There can only be one contingent insured per policy at any time during the benefit term.

#### Upon the passing of the current insured

- The contingent insured may become the new insured of the policy, subject to our approval.
- The contingent insured must be age 60 or under to be eligible to become the new insured.
- No medical examination is required for the contingent insured if the total annual premiums does not exceed the aggregate limit set for such insured, subject to our prevailing rules and conditions.
- The contingent insured needs to be approved by us to become the new insured within a year from the passing of the current insured, otherwise the contingent insured will not become the new insured of the policy, and the death benefit as at the date of death of the current insured will become payable to the beneficiary.

#### After the contingent insured has become the new insured

- The policy will continue to be effective, and the policy values of the policy will not be affected by the change of insured. No death benefit will be payable due to passing of the current insured.
- All existing add-on plans (if any) will automatically terminate. Add-on plans may be re-applied for after the contingent insured has become the new insured.
- You may designate a new contingent insured afterwards.

## Cover at a glance (continued)

### Mental Incapacity Option

After the end of the 3rd policy year, you may designate in advance (i) an aged 18 or above family member as the designated recipient and (ii) the designated percentage of policy value, subject to our approval. In the event you are diagnosed as a permanent mentally incapacitated person, upon application by the designated recipient, the designated recipient may receive payment equal to your designated percentage of policy value, subject to our approval, applicable laws and our prevailing rules and conditions.

- You must also be the insured at the time of application to designate a designated recipient and the designated percentage of policy value, and at the time application is made by the designated recipient for payment under this option.
- The designated recipient must be your spouse, parent, child, sibling, grandparent, grandchild, or any other relationship as approved by us.
- The designated percentage chosen by you cannot be less than 10% or more than 100% of the policy value (such policy value may include the guaranteed cash value, the latest cash values of non-guaranteed Reversionary Bonus (if any) and/or Terminal Bonus (if any), any value in the Value Safeguard Account (if applicable) and/or Bonus Lock-in Account (if applicable)). The minimum and maximum designated percentages are subject to change at our sole discretion and are subject to our prevailing rules and conditions.
- A "mentally incapacitated person" means a person who is incapable, by reason of mental incapacity (as defined under the Mental Health Ordinance, Cap. 136 Laws of Hong Kong SAR or under Article 122 of the Macau Civil Code, depending on the place where the policy is issued), of managing and administering his/her property and affairs. The diagnosis must be supported by 2 registered medical practitioners who are psychiatrists or neurologists (or proof provided pursuant to applicable laws which is acceptable to us).
- Subject to our approval, if you remain the insured, you may apply to change or remove the designated recipient or to change the designated percentage of policy value as many times as you wish before payment is made under the Mental Incapacity Option.
- This option can only be exercised for payment once per policy.
- The actual payment amount under this option is subject to our prevailing rules and conditions and will be calculated based on the policy value on the date of our approval of the payment. We will deduct all amount you owe us and all outstanding debt (if any) under the policy before we make the payment under the Mental Incapacity Option.
- Depending on the amount to be paid, the payment will be made by and in the following sequence: (i) cashing out any value in the Value Safeguard Account (if applicable); (ii) cashing out any value in the Bonus Lock-In Account (if applicable); (iii) cashing out any cash value of Reversionary Bonus (if any); then (iv) surrender or partial surrender of the policy.
- If partial surrender of the policy is triggered in the course of payment under this option, the principal amount of the policy will be reduced. The subsequent guaranteed cash value, face value and cash value of Terminal Bonus (if any) and the total premiums paid for the basic plan (as used to calculate the death benefit) will all be reduced based on the reduced principal amount. After payment, any Reversionary Bonus and any Terminal Bonus which the Company may declare subsequently and in the future will be reduced accordingly. Therefore, such payment will reduce the death benefit, the surrender benefit and the future value of the policy.
- If surrender of the policy is triggered in the course of payment under this option, the policy will terminate and no death benefit will be payable.
- After payment has been made under the Mental Incapacity Option, Special Bonus will no longer be declared and will no longer be paid under your policy, except Special Bonus (if any) may be payable if the policy is terminated due to exercise of the Mental Incapacity Option, provided all other conditions for Special Bonus are met (i.e. the Value Safeguard Option and Bonus Lock-in Option have not been exercised and no policy value has been withdrawn from the policy).
- Exercising the Mental Incapacity Option will reduce the future value of the policy and the sustainability and potential growth of the value of the policy.

### Add-on Cover

- You may select add-on plan(s) for extra protection.
- All add-on plans are subject to additional premiums, underwriting and exclusions. All benefits under add-on plans will be terminated when your **FlexiAchiever Savings Plan** policy terminates.

### Policy Loan

- You can borrow up to 90% of the sum of the total guaranteed cash value of the policy and the non-guaranteed cash value of Reversionary Bonus (if any).
- Interest on a policy loan will be charged at a rate solely determined by us.

### Underwriting

No medical examination is required for your application as long as the total annual premiums does not exceed the aggregate limit set for each insured, subject to our prevailing rules and conditions.

## 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 template 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 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.

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 similar plans or similar groups 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, terminal bonuses and special bonus (if applicable) as specified in your policy.

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 from our last communication, 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 (after deducting the cost of policy benefits and expenses). 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 rates 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 the behaviours of cash withdrawals, policy surrenders, partial surrenders and policy lapses of the policies of this plan and the participating policies of other similar plans or similar groups of policies as determined by us; 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 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, and/or bonus and terminal dividend lock-in accounts with us, 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.

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	25% - 100%
Growth assets	0% - 75%

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 dynamically over a range that can be wider than the target range in response to the external market conditions and the financial condition of the participating business. For example, there may be 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 (such as through pre-investing partly or fully expected future premiums) 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 general currency strategy is to minimise currency mismatches for bonds and other fixed income instruments. For these investments, our current practice is to endeavour to currency-match asset purchases with the currency of the underlying policy (e.g. US Dollar assets will be used to back US Dollar insurance plans). However, subject to market availability and opportunity, bonds or other fixed income instruments 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 dollar. Growth assets may be invested in a currency other than the currency of the underlying policy and the selection of the currency is made according to our investment philosophy, investment objectives and mandate.

We will pool similar participating insurance plans for investment to determine the return and we will then 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 be different 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. You should pay premium(s) on time and according to the selected premium payment schedule. If you stop paying the premium before completion of the premium payment term, you may surrender the policy, otherwise the premium will be covered by a loan taken out on the policy automatically. When the loan balance exceeds the sum of guaranteed cash value and non-guaranteed cash value of Reversionary Bonus (if any) of the basic plan, the policy will be terminated and you will lose the cover. The surrender value of the policy will be used to repay the loan balance, and we will return to you any remaining value.
2. 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.
3. You may apply in writing to withdraw part or all of the Reversionary Bonus (if any) we have declared for your policy, or to partial surrender your policy to receive part of the guaranteed cash value and the corresponding cash value of the Terminal Bonus (if any). While such cash withdrawal options offer flexibility, they will reduce the future value of your policy and the sustainability and potential growth of the value of your policy. Any repeated withdrawals may not be sustainable in the long term and which may cause you to lose the cover. Before your policy application, you may request for benefit illustrations with specific withdrawal amounts reflected to understand any potential financial impact on you.
4. 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, except when the contingent insured becomes the new insured;
  - you do not pay the premium within 31 days of the due date; or
  - the outstanding debt exceeds the sum of guaranteed cash value and the non-guaranteed cash value of the Reversionary Bonus (if any) of the basic plan.

**FLEXIACHIEVER SAVINGS PLAN**

5. 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.
6. 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.
7. When applying for the Bonus Unlock Option, a new benefit illustration must be signed and the application cannot be withdrawn once submitted. After exercising the Bonus Unlock Option, the unlocked part will be subject to the risk of higher investment return volatility because the latest value in the Bonus Lock-in Account will be unlocked as non-guaranteed Reversionary Bonus (if any) and Terminal Bonus (if any). The cash value of Reversionary Bonus (if any), cash value and face value of Terminal Bonus (if any) may be adjusted in our subsequent declarations and amount in each declaration may be greater or less than the previous declared amount based on a number of factors, including but not limited to investment returns and general market volatility. Even if you are dissatisfied with the investment return after exercising the Bonus Unlock Option, the unlock amount which is transferred as Reversionary Bonus (if any) and Terminal Bonus (if any) cannot be reversed to the original value under the Bonus Lock-in Account. You may apply for the Bonus Lock-in Option again at least 1 year later and such action cannot offset any loss you may suffer after exercising the Bonus Unlock Option.
8. 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.
9. As the cash value of Reversionary Bonus (if any) is non-guaranteed, there may be a risk of overloan when there is adjustment on the cash value of Reversionary Bonus (if any). Loan repayment within one month is required when there is an overloan, otherwise your policy will be terminated and you or the insured will lose the cover.
10. The designated family member under the Mental Incapacity Option may receive payment once per policy. Payment made under the Mental Incapacity Option will reduce the surrender benefit, the death benefit, the future value of your policy and the sustainability and potential growth of the value of your policy. Once payment has been made under the Mental Incapacity Option, Special Bonus will no longer be declared and will no longer be paid under your policy, except Special Bonus (if any) may be payable if your policy is terminated due to exercise of the Mental Incapacity Option, provided all other conditions for Special Bonus are met (i.e. the Value Safeguard Option and Bonus Lock-in Option have not been exercised and no policy value has been withdrawn from the policy). Any payment made under this option cannot be reversed or cancelled, you are reminded to consider carefully before exercising this option and shall assess and understand any potential financial impact to you.

**Key Exclusions to Accidental Death Benefit**

Accidental Death Benefit will not cover any conditions that directly or indirectly result from any of the following:

- self-destruction while sane or insane, participation in a fight or affray, being under the influence of alcohol or a non-prescribed drug
- war, service in armed forces in time of war or restoration of public order, riot, industrial action, terrorist activity, violation or attempted violation of the law or resistance to arrest
- racing on wheels or horse, participation in scuba diving
- ptomaines or bacterial infection (except pyogenic infection occurring through an accidental cut or wound)
- air travel, including entering, exiting, operating, servicing or being transported by any aerial device or conveyance (except as a passenger of a commercial passenger airline on a regular scheduled passenger trip over its established passenger route)

The above list is for reference only. Please refer to the policy contract of this plan for the complete list and details of exclusions.

**Key Exclusions to the Terminal Illness Benefit**

No Terminal Illness Benefit will be paid if:

- the signs or symptoms of which first occur or commence on or before 90 days from issue date or commencement date of the policy; or
- any dates of the 12-month period within which the insured is expected to pass away due to the terminal illness falls on or after the Policy Anniversary on or immediately following the insured's 85th birthday; or
- the terminal illness is a pre-existing illness, disease, impairment or condition from which the insured was suffering prior to the policy being issued or being reinstated (if applicable), whichever is later, unless the insured makes a declaration in the application for the policy or in the application for reinstatement of the policy (as applicable), and such application is specifically accepted by us; or
- the terminal illness is the result of or is related (directly or indirectly) to Acquired Immunodeficiency Syndrome (AIDS) or Human Immunodeficiency Virus (HIV) according to the Company's opinion; or
- the terminal illness is due (directly or indirectly) to a congenital defect or disease which manifests or is diagnosed before the insured attains the age of 17; or
- the terminal illness is the result of self-inflicted injury or injuries; or
- the terminal illness is the result of any physical or mental condition existing before the policy was issued or being reinstated (if applicable), whichever is later, and which was not disclosed in any application or in any health statement relating to the policy (as applicable) before the commencement of cover or reinstatement of the policy (as applicable); or

- the diagnosis of terminal illness is made in any hospital in mainland China which is not one of the designated hospitals in mainland China. Regarding the designated hospitals in mainland China, please visit the Company's website ([www.aia.com.hk](http://www.aia.com.hk)) for retrieval of the most current hospital list. The list may be varied, updated and amended from time to time at the Company's discretion, and any change shall be deemed as effective on the date of publication on the Company's website irrespective of whether any separate notice is given.

The above list is for reference only. Please refer to the policy contract of this plan for the complete list and details of exclusions.

### Note for Mental Incapacity Option

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

- you designate a new designated recipient and it is approved by us; or
- any change of policy owner or change of insured.

If we are notified or become aware that there is a guardian or committee appointed under the Mental Health Ordinance (Cap. 136 of the Laws of Hong Kong) (or a guardian or committee appointed under similar laws in the place where the policy is issued), or an attorney appointed by the policy owner pursuant to an enduring power of attorney covering the policy, then this Mental Incapacity Option will be cancelled and revoked and we will not make any payment under this option, unless we have received the written consent of such guardian, committee or attorney (as the case may be) for us to make such payment to the designated recipient. If we are notified or become aware that such guardian, committee or attorney has been appointed only after we have paid the designated recipient, we will not be liable to pay such guardian, committee, attorney or any other person under this option.

If there is (or in our reasonable belief there is) a dispute between the designated recipient and any other person, including but not limited to the guardian, committee, attorney, or beneficiary(ies), or if we may incur liability as a result of us making payment under this option, we reserve the right to withhold the payment under this option until such dispute or matter is resolved.

In the event of the death of the insured or the death of the designated recipient, no payment will be paid under the Mental Incapacity Option.

### 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), by calling the AIA Customer Hotline (852) 2232 8808 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 1 year from the date on which the policy takes effect, our liability will be limited to the refund of premiums paid (without interest) less all amount you owe us and any outstanding debt.

After exercising the Change of Insured Option or upon the contingent insured becoming the new insured, if the new insured commits suicide within 1 year from the effective date of change as recorded by us, our liability will be limited to (i) the refund of premiums paid (without interest) or (ii) the sum of guaranteed cash value, cash value of Reversionary Bonus (if any), cash value of Terminal Bonus (if any), cash value of Special Bonus (if any) and any remaining balance of the Value Safeguard Account (if any) and the Bonus Lock-in Account (if any) as at the date the new insured passes away, whichever is higher. We will deduct all amount you owe us and any outstanding debt before making such payment.

### Incontestability

Except for fraud or non-payment of premiums, 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. This provision does not apply to any add-on plan providing accident, hospitalisation or disability benefits. After exercising the Change of Insured Option or upon the contingent insured becoming the new insured, such two-year period will be counted again starting from the effective date of change as recorded by us.

### Warning Statement

**FlexiAchiever Savings Plan** is an insurance plan 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 any levy paid. A written notice signed by you should be received by AIA's Customer Service Centre 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 the Cooling-off Notice to you or your nominated representative, 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 less than the total premium you have paid.

## Additional Important Information

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).

The levy rates and the maximum amount of levy to be paid by policy owners from 2018 till 2021 onwards are listed as below:

Policy Anniversary Date	Levy Rate	Maximum Levy (HKD)
		Long Term Business
From 1 January 2018 to 31 March 2019 (both dates inclusive)	0.04%	\$40
From 1 April 2019 to 31 March 2020 (both dates inclusive)	0.06%	\$60
From 1 April 2020 to 31 March 2021 (both dates inclusive)	0.085%	\$85
From 1 April 2021 onwards (inclusive of that date)	0.1%	\$100

1. This product is a life insurance product issued by AIA. This is a participating policy. The underwriting risks, financial obligations and support functions associated with the policies issued by AIA are its responsibility.
2. The plan is an insurance plan with a savings element. Part of the premium(s) will be used to support the guaranteed benefit(s) such as guaranteed cash value and / or death benefit. Applicable fees and charges (including but not limited to cost of insurance and premium charge) will be deducted from the policy value, where appropriate.
 

The plan is a long-term insurance plan and is designed to be held until the end of the policy term. Should you terminate the policy before the end of the lock-in period (please refer to point 27 below), you may receive an amount considerably less than the total amount of premium paid and you may lose all the premiums paid. The premium of the plan should be paid in full for the whole payment term.
3. At AIA's discretion, AIA may distribute the surplus from AIA's profit from this product group to policy owners as bonuses. Reversionary Bonus (if any) is the share of any surplus that AIA determines each year starting from the end of the 3rd policy year. Terminal Bonus (if any) is a further share in any remaining surplus after Reversionary Bonus (if any) is distributed. Special Bonus (if any) is a further share in any remaining surplus that AIA determines each year starting from the end of the 11th policy year after Reversionary Bonus (if any) and Terminal Bonus (if any) are distributed.

We aim to ensure a fair sharing of profits between policy owners and AIA shareholders, and among different groups of policy owners:

- i. Policy owners and AIA shareholders – Any profits and losses will be allocated among policy owners and AIA shareholders according to the defined shareholders' profit basis. This is reflected in the benefit illustration for the policy.
  - ii. Different groups of policy owners – Profits will vary among policies with different policy classes. For example, the investment experience would be different for policies started in different years, and therefore the bonus could be different.
4. Future investment performance is unpredictable. Through our smoothing process, we aim to deliver more stable bonuses payments by spreading out the gains and losses over a longer period of time. If the experience of **FlexiAchiever Savings Plan** (on factors including, but not limited to, investment returns, claims, surrenders and expenses) continues to be unfavorable over an extended period, it would lead to a decrease in future bonuses.
  5. AIA's investment 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. AIA's current long-term target strategy has an allocation to growth assets that ranges between 0% to 75%. The investment strategy is to actively manage the investment portfolio i.e.: adjust the asset mix dynamically over a range that can be wider than the target range in response to the external market conditions and the financial condition of the participating business. For example, there may be 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. **You should understand the risk associated with purchasing a product with potentially significant proportion invested in growth assets (up to 75%), and consider whether it is suitable for your needs.**

6. AIA will send an anniversary statement to you upon every policy anniversary. The anniversary statement will include the guaranteed cash value, the face value and current cash value of Reversionary Bonus (if any), the face value and current cash value of Terminal Bonus (if any), the face value and current cash value of Special Bonus (if applicable) and the value of the Bonus Lock-in Account (if applicable) and the Value Safeguard Account (if applicable) as of certain date. While the face value of the Reversionary Bonus (if any) is guaranteed once it is declared in respect of death benefit, the cash values of Reversionary Bonus (if any), Terminal Bonus (if any) and Special Bonus (if applicable) stated on the anniversary statement or payable on early surrender or termination of the Policy (other than due to the death of the insured) may be subject to AIA's adjustment at its sole discretion and may be greater or lesser than the amount projected in the illustrative document. For the avoidance of doubt, Special Bonus is only payable if no payment has been made under the Mental Incapacity Option (except Special Bonus (if any) will be payable upon termination of the Policy due to exercising the Mental Incapacity Option if all other conditions for Special Bonus are met), and provided that no Value Safeguard Option, no Bonus Lock-in Option, no Reversionary Bonus encashment and no partial surrender have been exercised.
7. Unless mentioned otherwise, any non-guaranteed Reversionary Bonus, non-guaranteed Terminal Bonus and non-guaranteed Special Bonus (collectively as "Bonuses") will refer to the cash values and face values of the Bonuses (if any) where the cash value of the Bonuses (if any) will be payable upon surrender and the face value of the Bonuses (if any) may be payable upon the death of the insured. The cash value of the Bonuses may not be equal to the face value of the Bonuses.
8. Upon bonus encashment or partial surrender, the Special Bonus will no longer be declared and will no longer be paid under the policy. Bonus encashment, partial surrender and exercising the Bonus Lock-in Option or the Value Safeguard Account will reduce the future value of the Policy as well as the sustainability and potential growth in the value of the policy.

9. No Reversionary Bonus (if any) and Terminal Bonus (if any) will be declared before the end of the 3rd policy year. No Special Bonus (if any) will be declared before the end of the 11th policy year or if you fail to meet any of the following conditions.
  - i. you have not exercised the Bonus Lock-in Option and the Value Safeguard Option;
  - ii. you have not withdrawn any policy values under the policy (including by cashing out any Reversionary Bonus of the policy);
  - iii. no partial surrender has been made under the policy; and
  - iv. no payment has been made under the Mental Incapacity Option (except Special Bonus (if any) will be payable upon termination of the Policy due to exercising the Mental Incapacity Option if all other conditions for Special Bonus are met).

Once declared, the face value of Reversionary Bonus (if any) is guaranteed in respect of death benefit. However, the face value of Terminal Bonus (if any), face value of Special Bonus (if any), cash value of Reversionary Bonus (if any), cash value of Terminal Bonus (if any) and cash value of Special Bonus (if any) may change during the life of the policy; they are determined at AIA's sole discretion and may be zero.

The cash value of bonuses may be equal to or less than the face value of the bonuses and the amount will ultimately be at AIA's sole discretion. The cash value of bonuses may be influenced by various factors, for example abrupt change in market conditions, expectation of future investment return and the claims experience and hence may not always increase.

Terminal bonus (if any) and Special Bonus (if any) are only valid until the next bonus declaration and while this would typically be annual, however, AIA reserves the right to determine the frequency of bonus declarations.

The need to be able to reflect changing market conditions in the face value of Terminal Bonus (if any), face value of Special Bonus (if any), cash value of Reversionary Bonus (if any), cash value of Terminal Bonus (if any) and cash value of Special Bonus (if any) when a policy owner surrenders a policy is to protect the long-term interest of the remaining policy owners who may otherwise have their future bonus adversely impacted by the surrender. Interest accumulation is not applicable to Reversionary Bonus (if any), Terminal Bonus (if any) and Special Bonus (if applicable).

**FLEXIACHIEVER SAVINGS PLAN**

10. Cash withdrawals made will be deducted first from the value of the Value Safeguard Account (if applicable). Then, the value of the Bonus Lock-in Account (if applicable). Afterwards, it will be deducted from the cash values of encashable Reversionary Bonus (if any) ("Cash Value of Encashable Bonus").

Please note that any further withdrawal which exceeds the remaining balance of the Cash Value of Encashable Bonus will be deemed as partial surrender of the Policy and will lead to reduction of the principal amount of the Policy. Such further withdrawal will be deducted from the Guaranteed Cash Value and the cash value of Terminal Bonus (if any) (from and after the end of the 3rd policy year). Therefore, the subsequent Guaranteed Cash Value, face value and cash value of the Terminal Bonus (if any) and total premiums paid for the basic plan as used in the calculation of the Death Benefit will be adjusted accordingly based on the reduced principal amount. After cash withdrawal, any Reversionary Bonus and any Terminal Bonus which the Company may declare in the future will be reduced accordingly, and Special Bonus will no longer be declared and will no longer be paid under the policy. Any cash withdrawals will reduce the future value of your Policy as well as the sustainability and potential growth of the value of your Policy.

11. Cash Value of Encashable Bonus (if any) refers to the projected cash value of Reversionary Bonus (if any) which is based on current projections of surrender values and bonus scales, which is not guaranteed and may be zero. The encashment of cash value of the Reversionary Bonus (if any) will reduce the future value of your Policy. When the cash value of the Reversionary Bonus (if any) is encashed (whether in whole or in part), the face value of the Reversionary Bonus (if any) will be reduced accordingly. AIA reserves the right to determine the cash values of the Reversionary Bonus (if any) and the Terminal Bonus (if any) at its sole discretion. The reduction of the face values and cash values of Reversionary Bonus (if any) and Terminal Bonus (if any) will in turn reduce the death benefit, surrender benefit and future value of your Policy as well as the sustainability and potential growth of the value of your Policy.

12. The policy is subject to AIA's minimum principal amount requirements as determined by AIA from time to time, and no withdrawal or transfer of policy values will be allowed which has the effect of reducing the principal amount of the policy below the minimum principal amount required.

13. All guaranteed and non-guaranteed elements (if any) and benefits of insurance policy are subject to the credit risk of AIA and the payments of such benefits and performance of the insurance policy are the obligations and liabilities of AIA. In the worst case, you may lose all the premium paid and benefit amount.

Policy benefits are not the obligation of any insurance agency or distributor selling or distributing the policy, or by any of their affiliates, and none of them makes any representation or guarantees regarding the claims-paying ability of AIA. AIA is responsible for its own financial condition and contractual obligations. Policy owners bear the default risk in the event that AIA is unable to satisfy its financial obligations under the insurance policy(ies).

**14. Policy owner can choose to pay the entire premium and levy payment in advance for the basic plan in one lump sum (the amount of which varies by AIA's prevailing rules) at the time of application. This may prevent policy lapse if the new policy owner (if applicable) is unable to pay for the rest of the premium in the future. If the prepaid premium is unable to settle the entire future premium, policy owner will need to continue to pay the outstanding premium according to the premium payment schedule. After having deducted the first-year premium and levy payment from the prepaid premium, the rest of the prepaid premium will be deposited into AIA's Future Premium Deposit Account ("FPDA"). It will subsequently be used to settle outstanding premiums automatically when due. Premium left in the FPDA will earn non-guaranteed interest at the rate determined by AIA from time to time, while the non-guaranteed interest earned each year will be credited to the FPDA on the corresponding policy anniversary.**

**15. Provided that the policy owner is not the insured, if the policy owner passes away during premium payment term, the new policy owner will be the insured (for insured aged 18 or above), the Contingent Owner (for insured aged 17 or below and if Contingent Owner is named) or the successor to the policy owner's estate (for insured aged 17 or below and if no Contingent Owner is named). The new policy owner will need to continue paying premium(s) on time and according to the selected premium payment schedule. Therefore, at the time of purchasing the policy and / or exercising the Change of Insured Option or changing the insured through the Contingent Insured Option during premium payment term (if applicable), policy owner shall take into consideration the ability of new policy owner (if any) to meet the premium and levy payment obligation of the plan. If the new policy owner stops paying the premium before completion of the premium payment term for any reason, the new policy owner may surrender the policy, otherwise, the premium will be covered by a loan taken out on the policy automatically. When the loan balance**

- exceeds the sum of guaranteed cash value and cash value of Reversionary Bonus (if any) of the policy, the policy will be terminated and the cover will be lost. Early surrender or termination of policy before the end of the lock-in period may result in losses in that policy owner may get back considerably less than the premiums paid and all the premiums paid may be lost. The cash values of Reversionary Bonus (if any), Terminal Bonus (if any) and Special Bonus (if any) payable on early surrender or termination of the policy may be subject to AIA's adjustment at its sole discretion.
- 16. Forward-Dated Change of Insured Instruction ("Forward Instruction"):** Policy owner can apply to make or change a Forward Instruction under the Change of Insured Option so that the value of this policy may be passed on to the future generations on a target effective date specified by the policy owner (subject to AIA's prevailing rules), even if the policy owner may not be able to initiate the Change of Insured Option at a later stage due to certified adverse health condition. The Forward Instruction will only be executed on the target effective date (provided certain conditions are fulfilled in accordance with AIA's prevailing rules including but not limited to the provision of (i) a confirmation in respect of the Forward Instruction in AIA's prescribed form signed by the policy owner, the existing insured, the proposed new insured and Assignee (if applicable) or survival proof (if applicable) certified by registered medical practitioner in case any of the persons aforesaid suffer from an adverse health condition; and (ii) the latest copy of the identity card / passport of the proposed new insured). Upon AIA's approval of the application, an endorsement will be issued to the policy owner to record the effective date of change. The change shall not be valid until such change is evidenced by the said endorsement.
- 17. The Change of Insured Option under the plan must be made by the policy owner to AIA directly. After the end of the 1st policy year, when this option becomes available, policy owner can get the appropriate servicing form by calling the AIA Customer Hotline (852) 2232 8808 in Hong Kong or by visiting [www.aia.com.hk](http://www.aia.com.hk) or any AIA Customer Service Centre. Upon approval of the application by AIA, an endorsement will be issued to record the effective date of change. The change shall not be valid until such change is evidenced by the said endorsement. For details, please refer to the Change of Insured Option Endorsement.**
- 18. The Contingent Insured Option under the plan must be made by the policy owner to AIA directly. While the Policy is in force and during the lifetime of the Insured, policy owner can get the appropriate servicing form by calling the AIA Customer Hotline (852) 2232 8808 in Hong Kong or by visiting [www.aia.com.hk](http://www.aia.com.hk) or any AIA Customer Service**
- Centre. Upon approval of the designation, modification or removal of contingent insured by AIA, a confirmation letter will be issued to record such Designation or Removal. The Designation or Removal shall not be valid until such Designation or Removal is evidenced by the said confirmation letter. For details, please refer to the Contingent Insured Endorsement.**
- 19. Starting from the end of the 6th policy year, you may apply to exercise the Value Safeguard Option, which allows you to withdraw a certain amount of the latest cash value of the Reversionary Bonus, as well as part of the Guaranteed Cash Value and the corresponding latest cash value of the Terminal Bonus for transfer to the Value Safeguard Account to accumulate interest at a non-guaranteed rate. All amounts transferred to the Value Safeguard Account cannot be cancelled or reversed.**
- The amount withdrawn and transferred to your Value Safeguard Account may accumulate at an interest rate determined by AIA from time to time. This interest rate is not guaranteed and may even be zero percent during any given year. However, if the amount transferred to your Value Safeguard Account consists of part of the Guaranteed Cash Value and the corresponding cash value of the Terminal Bonus, it will lead to reduction of the principal amount of the Policy. The subsequent Guaranteed Cash Value, the cash value and face value of Terminal Bonus and total premiums paid for the basic plan as used in the calculation of the Death Benefit will all be reduced based on the reduced principal amount. After transfer, any Reversionary Bonus and any Terminal Bonus which the Company may declare in the future will be reduced accordingly, and Special Bonus will no longer be declared and will no longer be paid under the Policy. Therefore, this will in turn reduce the total death benefit, the surrender value and the future value of your policy as well as the sustainability and potential growth in the value of your Policy.
- You can make withdrawals from the Value Safeguard Account at any time.
- Once transfer has been made to the Value Safeguard Account, the Special Bonus will no longer be declared and will no longer be paid under the Policy.
- 20. Within 30 days from the end of each policy year starting from the end of the 15th policy year, you may apply to exercise the Bonus Lock-in Option once per policy year, which lets you transfer an identical percentage of the latest cash values of Reversionary Bonus (if any) and Terminal Bonus (if any) into your Bonus Lock-in Account. Once you have exercised the Bonus Lock-in Option, the Reversionary Bonus (if any) and Terminal Bonus (if any) as at the relevant policy year will be reduced accordingly and the Reversionary Bonus (if any) and Terminal Bonus (if**

## FLEXIACHIEVER SAVINGS PLAN

any) to be declared at all subsequent policy years will be reduced accordingly. For the avoidance of doubt, exercising the Bonus Lock-in Option will not be treated as Partial Surrender thus no change to Principal Amount. The value of your Bonus Lock-in Account may accumulate at an accumulation interest rate that may be declared by AIA from time to time. This interest rate is not guaranteed and may even be zero percent during any given year.

Upon exercising the Bonus Lock-in Option, the Special Bonus will no longer be declared and will no longer be paid under the policy.

Within 30 days from the end of each policy year starting from at least one year after you have exercised the Bonus Lock-in option, you may apply to exercise the Bonus Unlock Option once per policy year, which lets you transfer out a certain percentage of the latest value of the Bonus Lock-in Account and return to your policy as non-guaranteed value as Reversionary Bonus and Terminal Bonus of the policy. Once you have exercised the Bonus Unlock Option, the Reversionary Bonus (if any) and Terminal Bonus (if any) as at the relevant policy year will be increased accordingly and the Reversionary Bonus (if any) and Terminal Bonus (if any) to be declared at all subsequent policy years will be adjusted accordingly. For the avoidance of doubt, exercising the Bonus Unlock Option will cause no change to Principal Amount.

21. Covered accident means an unforeseen and involuntary event which causes a bodily injury, subject to the conditions listed in the policy contract. Please refer to the policy contract for the exact and complete terms and conditions of cover as well as the definition of covered accident.
22. Add-on plans mean supplementary contracts as stated in the policy contract.
23. The above product information should be used with the understanding that AIA is not rendering legal, accounting or tax advice. You are advised to check with your personal tax advisor for advice relevant to your circumstances.
24. AIA is the insurance underwriter of this insurance plan and is solely responsible for all approvals, coverage and compensations of their insurance plans. All insurance applications are subject to AIA's underwriting and acceptance. AIA reserves the final right to approve any policy application. In case the policy application is declined, AIA will make full refund of the actual amount of premium and any levy paid by the customer without interest. AIA shall assume full responsibility for the contracts of respective insurance plans.
25. If your application omits facts or contains materially incorrect or incomplete facts, AIA has the right to declare the policy void.
26. Whether to apply for insurance coverage is your own individual decision.
27. The reference to "lock-in period" (if any) is the guaranteed breakeven year in which guaranteed cash value equals to the total premium paid as illustrated in the illustrative document. For annual premium payment mode, the guaranteed breakeven year for **FlexiAchiever Savings Plan** 5-year premium payment term is 18 years. The guaranteed breakeven year may be shorter or longer depending on the premium payment mode and/or premium amount. Please refer to the illustrative document for the lock-in period applicable to your **FlexiAchiever Savings Plan** policy. **Early surrender or termination of your policy before the end of the lock-in period may result in losses in that you may get back considerably less than your premiums paid.**
28. If premium remains unpaid 31 days after the premium due date, you may surrender the policy. Otherwise, AIA will advance the premium due as an automatic loan so long as the sum of guaranteed cash value and the non-guaranteed cash value of Reversionary Bonus (if any) is sufficient to cover the premium in default and any outstanding debt.
 

You can apply for a policy loan and borrow up to 90% of the total guaranteed cash value of the policy plus the non-guaranteed cash value of Reversionary Bonus (if any). Where a policy loan is available and taken out, interest on the policy loan will be charged at a rate solely determined by us from time to time. Interests on loan amounts accrue on a daily basis and are due on each policy anniversary. Any interest unpaid when due will be added to the outstanding loan amount. The unpaid loan or policy debt (if any) on the policy will be deducted from the payment or proceeds (if any) under the policy. If the total outstanding loan amounts (including interest) owing to AIA under this policy (if any) exceed the sum of guaranteed cash value and the non-guaranteed cash value of Reversionary Bonus (if any) of the policy, the policy will be terminated.
29. Overloan occurs when the loan balance exceeds the sum of guaranteed cash value and cash value of Reversionary Bonus (if any) of the basic plan.
30. When overloan occurs, a letter will be sent to the policy owner, requesting payment of an amount not less than the amount specified in such letter within one month from the date of such letter in order to keep the policy in force.
31. Total surrender value / total cash value refers to the same value and these terms are used interchangeably.
32. Benefit illustration / illustrative document / proposal refers to the same document and these terms are used interchangeably.

33. The policy currency of this plan offers in US dollars (USD). For USD, any exchange rate fluctuation will have a direct impact on the amount of premium required and the value of your benefit(s) in Hong Kong dollar terms.

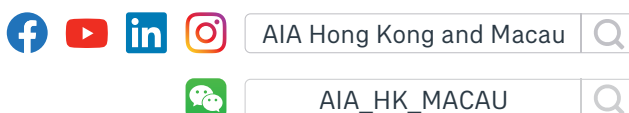
Any transaction involving currencies involves risks including, but not limited to, the potential for changing political and / or economic conditions that may substantially affect the price or liquidity of a currency. Policy owner should pay heed to the presence of the potential currency risks and decide whether to take such risks.

34. Any post sales service request including but not limited to exercising the Value Safeguard Option, Mental Incapacity Option, Bonus Lock-In and Bonus Unlock Option under the plan must be made by the policy owner or the designated recipient (only applicable to Mental Incapacity Option) to AIA directly. Policy owner or the designated recipient (only applicable to Mental Incapacity Option) can apply to exercise any post sale service by calling the AIA Customer Hotline (852) 2232 8808 in Hong Kong or by visiting any AIA Customer Service Centre.

35. Citibank (Hong Kong) Limited's role is limited to distributing the insurance product only and Citibank (Hong Kong) Limited shall not be responsible for any matters in relation to the products provided (including but not limited to account / policy maintenance matters).

**Please contact the relevant licensed bank staff or call AIA Customer Hotline for details**

Hong Kong  (852) 2232 8808  
 [aia.com.hk](http://aia.com.hk)



## **Citibank (Hong Kong) Limited - Important Notes from the insurance agent**

1. Citibank (Hong Kong) Limited, being registered with the Insurance Authority as a licensed insurance agency, acts as an appointed licensed insurance agent for AIA International Limited (the "Insurance Company").
2. Citibank (Hong Kong) Limited's role is limited to distributing insurance products of the Insurance Company only and Citibank (Hong Kong) Limited shall not be responsible for any matters in relation to the provision of the products.
3. Insurance products are products and obligations of the Insurance Company and not of Citibank (Hong Kong) Limited. Insurance products are not bank deposits or obligations of, or guaranteed or insured by Citibank (Hong Kong) Limited, Citibank, N.A., Citigroup Inc. or any of their affiliates or subsidiaries, or any local governmental agency.
4. 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 you and Citibank (Hong Kong) Limited out of the selling process of any insurance product conducted by Citibank (Hong Kong) Limited as agent for Insurance Company or the processing of the related transaction, you may enter into a financial dispute resolution scheme process with Citibank (Hong Kong) Limited in accordance with the applicable rules in Hong Kong. However any dispute over the contractual terms of insurance products should be resolved directly between you and the Insurance Company.
5. All insurance applications are subject to Insurance Company's underwriting and acceptance.
6. The Insurance Company is solely responsible for all approvals, coverage, compensations and account maintenance in connection with its insurance products.
7. Citibank (Hong Kong) Limited will not render you any legal, accounting or tax advice. You are advised to check with your own professional advisor for advice relevant to your circumstances.
8. You are reminded to carefully review the relevant product materials provided to you and seek independent advice if necessary.
9. For any policy service enquiries, please contact the relevant licensed bank staff or the Insurance Company.





**HEALTHIER, LONGER,  
BETTER LIVES**

## FLEXIACHIEVER SAVINGS PLAN KEY FACTSHEET

### Key Features

#### Policy Values

The policy values include guaranteed cash value and non-guaranteed bonuses (Reversionary Bonus, Terminal Bonus and Special Bonus (if applicable)).

#### Special Bonus

Special Bonus is a non-guaranteed bonus which may be declared to your policy starting from the end of the 11th policy year if all of the following conditions are met: (i) no policy value has been withdrawn from your policy, including no partial surrender has been made; (ii) no Value Safeguard Option and no Bonus Lock-in Option have been exercised; and (iii) no payment has been made under the Mental Incapacity Option (except Special Bonus may be payable if your policy is terminated due to exercise of the Mental Incapacity Option, provided all of the above conditions for Special Bonus are met).

#### Death Benefit

Payment of a death benefit if the insured dies (provided no named and surviving contingent insured becomes the new insured), which is the higher of (i) the sum of guaranteed cash value, and the latest face values of any non-guaranteed Reversionary Bonus, Terminal Bonus and Special Bonus (if applicable), and (ii) 105% of the total premiums paid for the basic plan. The death benefit also includes the remaining balance in the Value Safeguard Account (if any) and the Bonus Lock-in Account (if any).

#### Accidental Death Benefit

Payment of an accidental death benefit equivalent to 100% of the total premiums paid for the basic plan, if the insured dies due to a covered accident within the first policy year, provided no more than US\$100,000 can be claimed for accidental death benefit with respect to the same insured under all **FlexiAchiever Savings Plan** policies.

#### Death Benefit Settlement Option

Option to have the death benefit and any accidental death benefit paid to your beneficiary(ies) in regular instalments over a period instead of a lump sum as selected by you.

#### Beneficiary Flexi Option

If you have chosen Death Benefit Settlement Option, you may also choose the Beneficiary Flexi Option to have the remaining balance of the death benefit and any accidental death benefit paid to your beneficiary(ies) in regular instalments over a period or in a lump sum as selected by your beneficiary(ies) aged 18 or older.

#### Change of Insured Option/Contingent Insured Option

Option to change the insured named under the policy to another loved one without affecting your policy values.

#### Value Safeguard Option

Starting from the end of the 6th policy year, you may apply to withdraw certain amount of policy values (which may include the latest cash value of any non-guaranteed Reversionary Bonus, and part of the guaranteed cash value and the corresponding cash value of any non-guaranteed Terminal Bonus) and transfer the amount into a Value Safeguard Account to earn non-guaranteed interest. Withdrawal of policy values may trigger partial surrender, whereas part or all of the amount in a Value Safeguard Account can be withdrawn at any time without surrendering the policy.

#### Bonus Lock-in Option

Within 30 days after the end of each policy year starting from the end of the 15th policy year, you may apply to exercise the Bonus Lock-in Option once per policy year by transferring a percentage of the non-guaranteed Reversionary Bonus and Terminal Bonus into a Bonus Lock-in Account to earn non-guaranteed interest. Part or all of the amount in a Bonus Lock-in Account can be withdrawn at any time without surrendering the policy.

#### Bonus Unlock Option

Within 30 days after the end of each policy year starting from 1 year after you have exercised the Bonus Lock-in Option, you may apply to exercise the Bonus Unlock Option once per policy year by unlocking a certain amount of the latest value of the Bonus Lock-in Account as non-guaranteed Reversionary Bonus and Terminal Bonus.

#### Terminal Illness Benefit

If the insured is expected to pass away within 12 months due to a terminal illness, a one-off advance payment will be paid as Terminal Illness Benefit to you. If Terminal Illness Benefit is paid, no death benefit will be paid and all benefits will cease under your **FlexiAchiever Savings Plan** policy. The Terminal Illness Benefit will automatically end upon the policy anniversary on or immediately following the insured's 85th birthday.

#### Mental Incapacity Option

Option to designate a family member who is at least 18 years old as the designated recipient and the designated percentage of policy value in advance, such that your designated recipient may receive payment equal to your designated percentage of policy value, if you are diagnosed as a permanent mentally incapacitated person. Payment can be made under the Mental Incapacity Option once per policy.

This Key Factsheet only provides a general overview. This Key Factsheet should be read along with the product brochure which provides further details and important considerations about this product.



## Key Product Risks

### 1. Failure to Pay Premium

You should pay premium(s) on time and according to the selected premium payment schedule, otherwise, you will lose the cover.

### 2. Investment Risks

Investment returns are inherently uncertain, where 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 the plan's 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.

### 3. Withdrawal and/or Partial Surrender

Withdrawal of part of the guaranteed cash value and the corresponding non-guaranteed cash value of any Terminal Bonus will reduce the principal amount of your policy. The subsequent guaranteed cash value, face values and cash values of any Reversionary Bonus and any Terminal Bonus and the total premiums paid for the basic plan as used in the calculation of the death benefit will all be reduced based on the reduced principal amount. Any Reversionary Bonus and any Terminal Bonus which the Company may declare subsequently and in the future will be reduced accordingly. Once any withdrawal has been made from your policy, Special Bonus will no longer be declared and will no longer be paid under your policy. Withdrawal will reduce the death benefit, the surrender benefit, the future value of your policy as well as the sustainability and potential growth of the value of your policy. Any repeated withdrawals may not be sustainable in the long term and which may cause you to lose the cover.

### 4. Termination

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 if the insured passes away (except when the contingent insured becomes the new insured); you do not pay the premium within 31 days of the premium due date; or the outstanding debt exceeds the sum of guaranteed cash value and the non-guaranteed cash value of the Reversionary Bonus (if any).

### 5. Credit Risk

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.

### 6. Exchange Rate

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.

### 7. Bonus Lock-in Option / Bonus Unlock Option

After exercising the Bonus Lock-in Option, any Reversionary Bonus and any Terminal Bonus which the Company may declare subsequently and in the future will be reduced accordingly. Special Bonus will no longer be declared and will no longer be paid under your policy. After exercising the Bonus Unlock Option, the unlocked part will be subject to the risk of higher investment return volatility because the latest value in the Bonus Lock-in Account will be unlocked as non-guaranteed Reversionary Bonus and Terminal Bonus.

### 8. Inflation

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.

### 9. Overloan

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. In case of failure of loan repayment, your policy will be terminated and you or the insured will lose the cover.

### 10. Mental Incapacity Option

If partial surrender of the policy is triggered in the course of payment under this option, the principal amount of the policy will be reduced and Special Bonus will no longer be declared and will no longer be paid under your policy. If surrender of the policy is triggered in the course of payment under this option, the policy will terminate and no death benefit will be payable. Payment made under the Mental Incapacity Option will reduce the surrender benefit, the death benefit, the future value of your policy and the sustainability and potential growth of the value of your policy.

This Key Factsheet only provides a general overview. This Key Factsheet should be read along with the product brochure which provides further details and important considerations about this product.

