

## Pillar One: Value For Money

### 1. Minimum Monthly Premium

USD (\$) 400

### 2. For a scenario of a Male, non-smoker, aged 40, with a monthly premium of HK\$5,000 for 20-year, what is the following specification:

Remark on Q2: The above table template is for Class A products (i.e. non-linked life insurance) and not Class C products (i.e. unit-linked; Magnitude's category). Hence above is left blank. We will supplement a similar illustration via attachment in Q16.

### 3. Payment Modes – Select all that apply

- Monthly
- Semi-Annually
- Annually

### 4. What is the flexibility for cash withdrawals:

- Can withdraw but considered as partial surrender

### 5. Is an Increase/Decrease in the Premium amount allowed?

Yes

### 6. Payment Holidays

Yes

### 7. When is premium holiday allowed?

Starting from year 3

### 8. Is the Policy Convertible to an annuity plan?

No

**9. How many annuity options are there?**

Annuity option is NA

**10. Change of Life Insured during the policy is in force**

4 to 6 times

**11. Change of Policyholder during the policy is in force**

There is no limit to the number of times

**12. Advanced payment on terminal illness diagnosis**

No

**12. Does the firm discuss or monitor the impact that its products and services have on consumers?**

Yes

**13. Does the firm provide charitable donations or product/service accessibility initiatives?**

Yes

**14. Does the company distribute any low-priced products or services designed explicitly for BoP [bottom of pyramid] lower-income communities to help improve their lives and livelihoods?**

Yes

**Additional Remarks for how your products create Long-Term Value for the customers:**

Specifically for Life products, our Swiss Protect Term Insurance Plan focuses on safeguarding customers and their loved ones with life protection at an affordable premium. For instance, for a 30 year old male non-smoker, his daily premium is as low as HKD 7, the cost of a soda, to enjoy the sum insured of HKD 2 million to help overcome adversities when faced with unfortunate events. Swiss Protect offers two premium payment term options—10-year and 20-year, where premiums are guaranteed to remain unchanged within the term. For customers who choose higher protection at a higher sum insured, they will enjoy the benefit of lower premium on proportion. For instance, if the abovementioned policyholder selects a sum insured of HKD 8 million instead, his daily premium will be adjusted to around HKD 16; so by paying around twice the original premium, the customer will enjoy fourfold the protection amount, to shape a safer future for himself and his loved ones.

On our General Insurance side, take our personal accident insurance for example, we were one of the first insurers to launch microinsurance products that are more suitable for low-income individuals but still need protection in their daily lives.

Our Sportify Sports Protection, at annual premium HKD 298, the insured is protected when engaged in 76 common sports, with HKD 200,000 accidental death or permanent disablement benefit, HKD 100,000 cardiac arrest or coma benefit per accident (up to one accident per year), HKD 20,000 (with surgery) or HKD 4,000 (without surgery) broker bone, ligament tear or tendon rupture benefit per accident (up to three accidents per year), among other benefits.

Our Passenger Prime Protection, at annual premium HKD 148, the insured will enjoy HKD 3mil (aged 18yrs-59yrs) / HKD 1mil (aged 6mths-17yrs or 60yrs-80yrs) in accidental death benefit, among other benefits.

**15. UPLOAD a product Brochure and the Illustration Document for a Male, non-smoker, aged 40, with a monthly premium of HK\$5,000 for 20-year**

- [4 W0801 PILLAR ONE Q16 4 Further.supplement.on .Magnitude.pdf](#)
- [3 W0801 PILLAR ONE Q16 3 Zurich Magnitude Welcome Bonus Flyer EN.pdf](#)
- [2 W0801 PILLAR ONE Q16 2 Zurich Magnitude Illustration.pdf](#)
- [1 W0801 PILLAR ONE Q16 1 Zurich Magnitude Product Brochure EN.pdf](#)

**16. Video URL links:**

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