

Legacy Planning

The prosperity you have built with years of hard work is best shared with your loved ones. With proper legacy planning, you can effectively allocate your accumulated wealth among your heirs and increase the growth potential of your assets.

Benefits

- ◆ Provide long-term financial security
 - Protect yourself and your heirs financially
- ◆ Life insurance plans with different product features are available:
 - Whole-life and critical illness benefit
 - Guaranteed minimum credit rates
 - Multiple currencies with currency switch option
 - No- lapse guaranteed benefit option
 - Flexibility to change the life insured
 - Emergency cash for contingencies
- ◆ Maximise your liquidity with insurance planning
 - Ensure continued liquidity during retirement
 - Balance can be transferred to your heirs or charities
- ◆ A life insurance policy can be owned by a trust, subject to plan features, with the following advantages:
 - Trust beneficiaries can enjoy a number of benefits of owning assets without the burdens of outright ownership
 - Professional asset management

The product features stated above could be from more than one individual life insurance plan. Please note that insurance product features vary among different plans and are subject to underwriting approval. Please refer to the Product Brochure of the relevant insurance plan for more details. It is recommended that you seek advice from our Insurance Sales Managers if you are looking for any specific product feature.

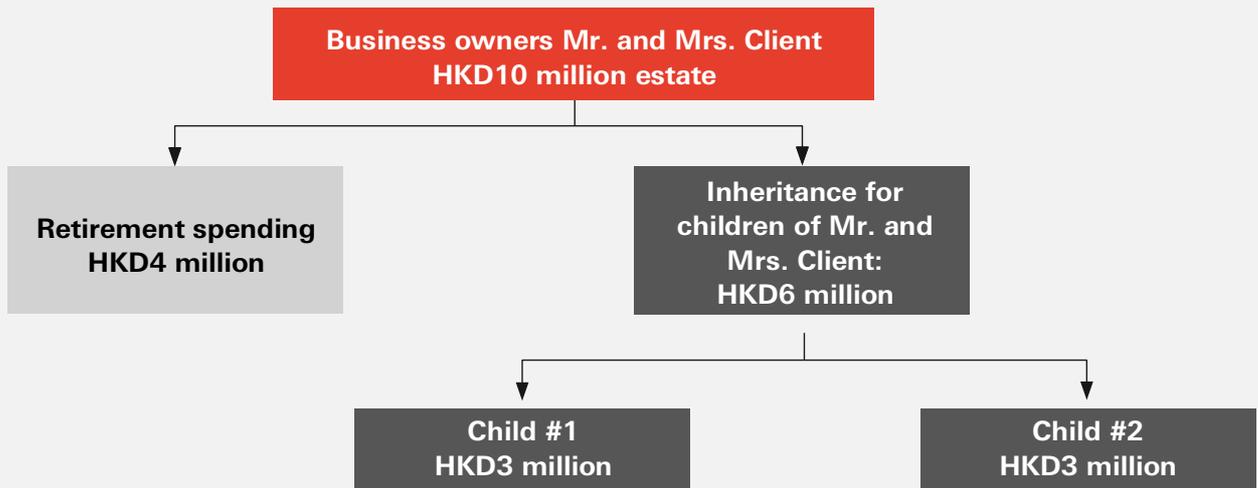
How does it work?

The information shown below is intended as a hypothetical case, it is a general summary and for illustration purpose only.

Scenario: Business owners Mr. and Mrs. Client have an estate worth approximately HKD10 million. They would like to leave HKD3 million to each of their two children as inheritance.

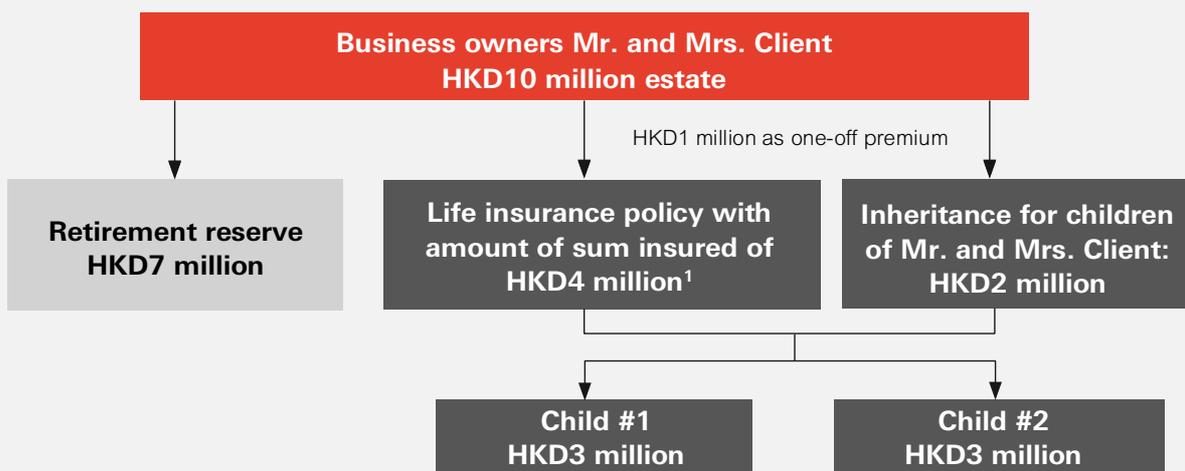
◆ Without Legacy Planning:

Mr. and Mrs. Client have to ensure they spend no more than HKD4 million during their retirement in order to leave HKD6 million for their children's inheritance in their will.



◆ With Legacy Planning:

A life insurance policy (with an amount of sum insured of HKD4 million¹) can be purchased with life insured as either Mr. or Mrs. Client by paying HKD1 million as a one-off premium. Another HKD2 million can be put aside for their children's inheritance through a will. This will make HKD7 million available for Mr. and Mrs. Client's retirement, twice as much as the retirement reserve they would have with no legacy planning.



¹ The actual amount of sum insured will vary based on the life insured's gender, age, country/region rating of permanent residence and underwriting class. The terms of the policy are subject to underwriting decisions and may change from time to time.

What's next?

For more information about our legacy planning solutions, please visit any HSBC Business Banking Centre, call 2748 8238 or speak with your Relationship Manager for referral to an Insurance Sales Manager.

Important Notes:

- All figures above are illustrative. They are neither guaranteed nor based on past performance. Actual figures may differ.
- All life insurance products are underwritten by HSBC Life (International) Limited (incorporated in Bermuda with limited liability). Policyholder is subject to the credit risk of HSBC Life (International) Limited. If the policyholder discontinues and / or surrenders the insurance plan in the early policy years, the amount of the benefit he / she will get back may be considerably less than the amount of the premium he / she has paid. Any insurance products mentioned in this document are not equivalent to any bank deposit or savings.
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- The Hongkong and Shanghai Banking Corporation Limited ("HSBC") is an insurance agency authorised by HSBC Life (International) Limited.
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- The policyholder is subject to the credit risk of HSBC Life (International) Limited. Your premiums paid will form part of the assets of HSBC Life (International) Limited. You do not have any rights or ownership over any of those assets. Your recourse is against HSBC Life (International) Limited only.
- 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 HSBC and you out of the selling process or processing of the related transaction, HSBC is required to enter into a Financial Dispute Resolution Scheme process with you; however, any dispute over the contractual terms of the above insurance products should be resolved between HSBC Life (International) Limited and you directly.
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