

Vista



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Features and structure



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basic features and structure

Ownership

- Individual
 - **Single life** or Joint life (first death basis)
 - Death benefit is 100% of account value
- Corporate
- Trust

Vista policy options at outset

- Terms are in whole years

Minimum: 5 years

Maximum: Max. age at maturity of life insured 80 attained

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- One minimum premium across all term years

		<u>USD</u>	<u>HKD</u>
		<u>per month</u>	<u>per month</u>
Regular premium	minimum premium	300	2,400
	top up	30	240
Single premium	at outset (w/o RP)	12,000	96,000
	top up	6,000	48,000

Vista policy options at outset

- 9 Contribution currencies

HK dollars / US dollars / Pounds sterling / Australian dollars / Euros /
Japanese yen / Swiss francs / Swedish Kroner / Singaporean Dollars

- 8 funds currencies

US dollars / Pounds sterling / Euros / Japanese yen / Swiss francs /
Australian dollars / Swedish Kroner / Singaporean Dollar

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Methods of payment

- Regular premiums:
 - Autopay / HK direct debit
 - bank standing order (HKD from HSBC and Hang Seng only)
 - telegraphic transfer
 - cheque
 - credit card (a 1% charge is applied)
- Single premiums:
 - telegraphic transfer
 - cheque

Vista policy options during the life of the policy

Switching & redirection



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policy options during the life of the policy

Switching

- Past contributions
- T+2 basis for pricing (our T+2 prices usually reflect fund houses' T prices)
- Bid to bid basis
- No charge
- All our funds are daily dealing
- Same day buy/sell

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policy options during the life of the policy

Redirection

- Future contributions
- No charge
- **Maximum 30 funds per policy**

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Flexibility



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how we have improved Vista

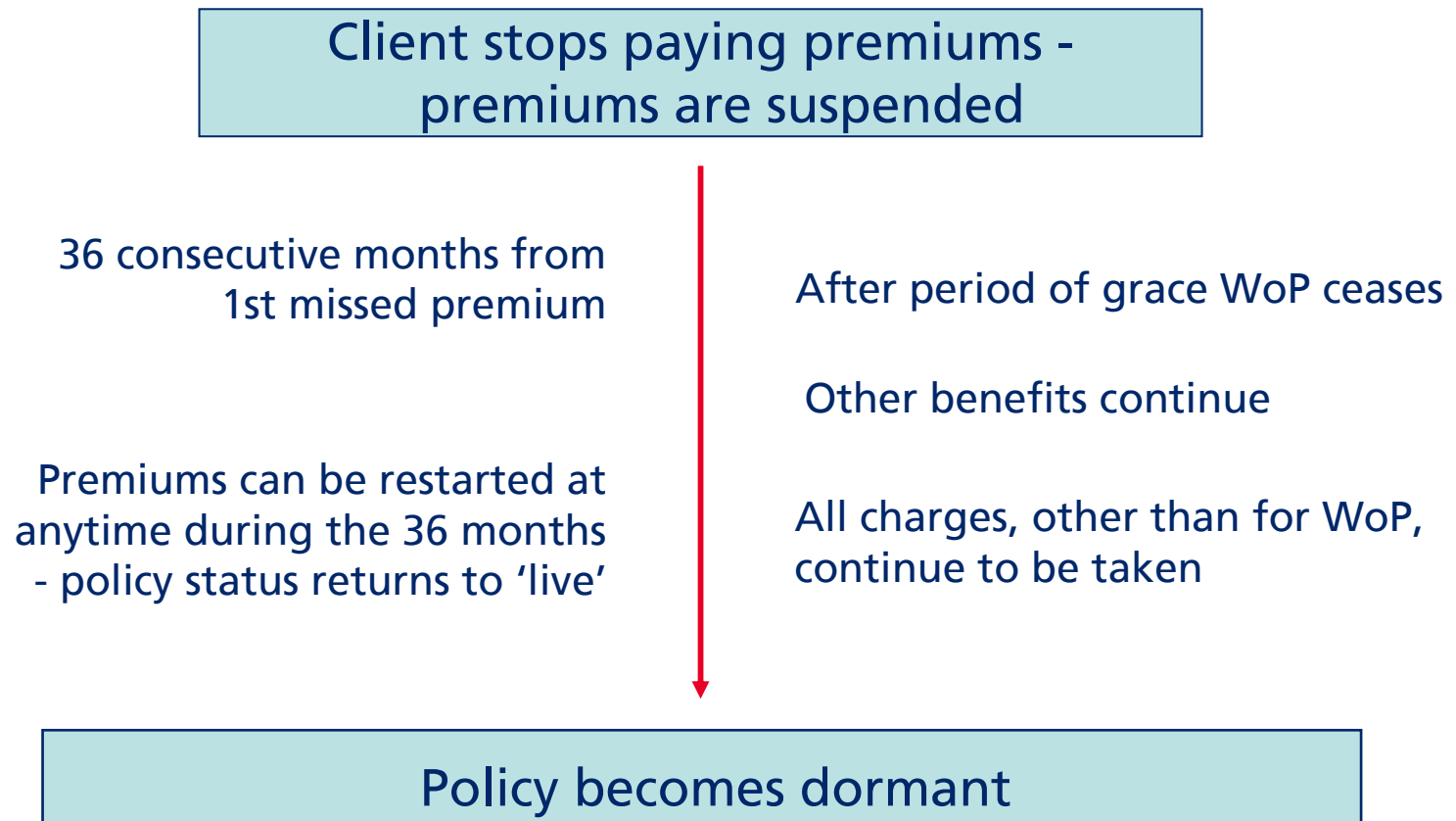
Increase payment flexibility for clients

- After the first 18 months the client can:
 - reduce
 - stop
 - restartcontributions at any time with NO charge
- No requirement to make up missing contributions if payments are restarted with NO charge
- A penalty is applied if contributions are not received for three consecutive years

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increase payment flexibility for clients

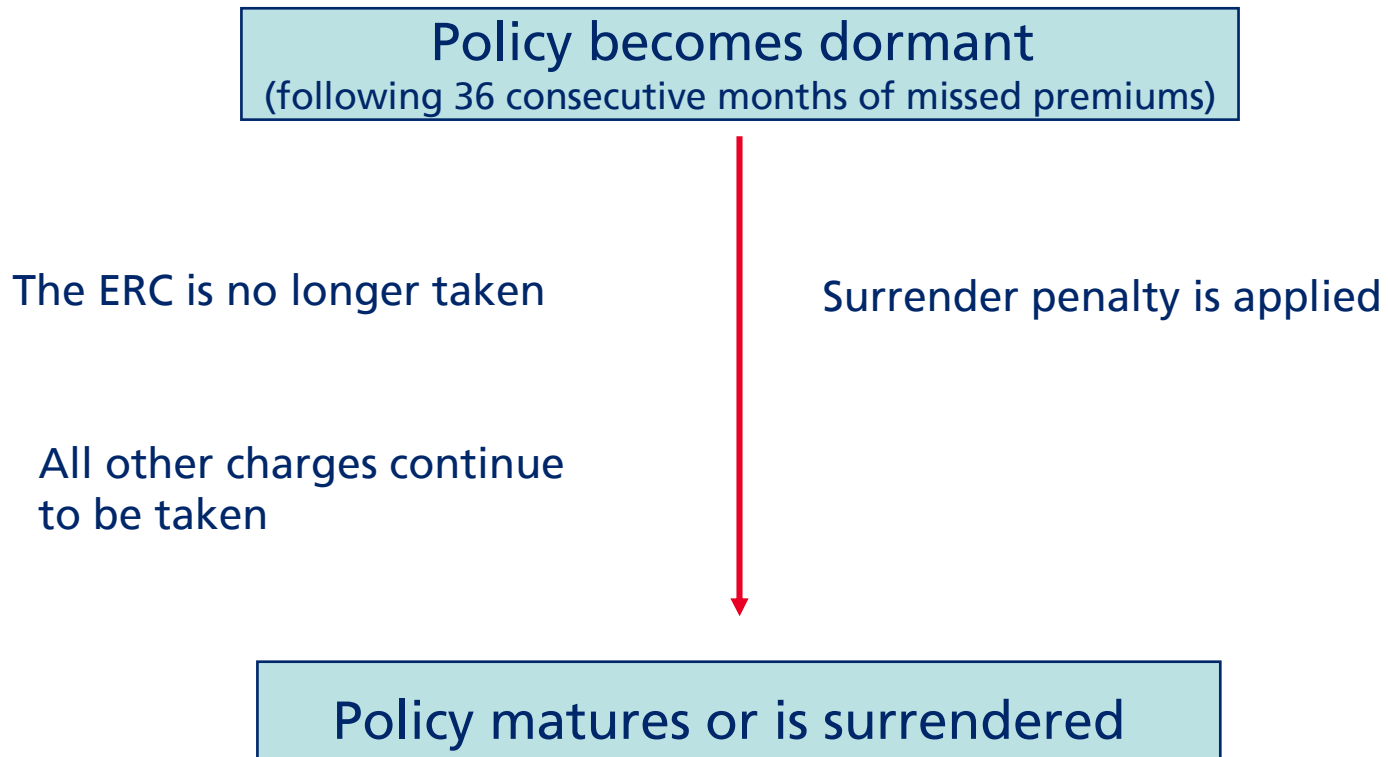
- Suspended premiums and dormant policies



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increase payment flexibility for clients

- Suspended premiums and dormant policies



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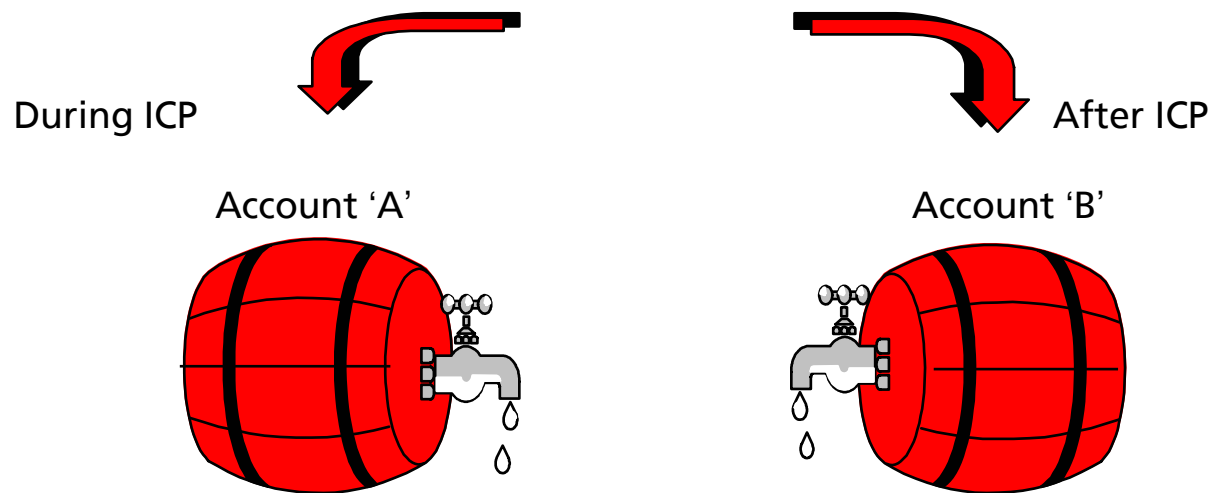
Charges



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Client's contribution



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Charges:

- Expense Recoupment Charge (ERC)
 - 4% p.a.
 - Apply on "Account A", i.e. units bought by the contribution of first 18 month
 - Deduct unit monthly – 4%/12 p.m.
 - Charge for Whole policy term

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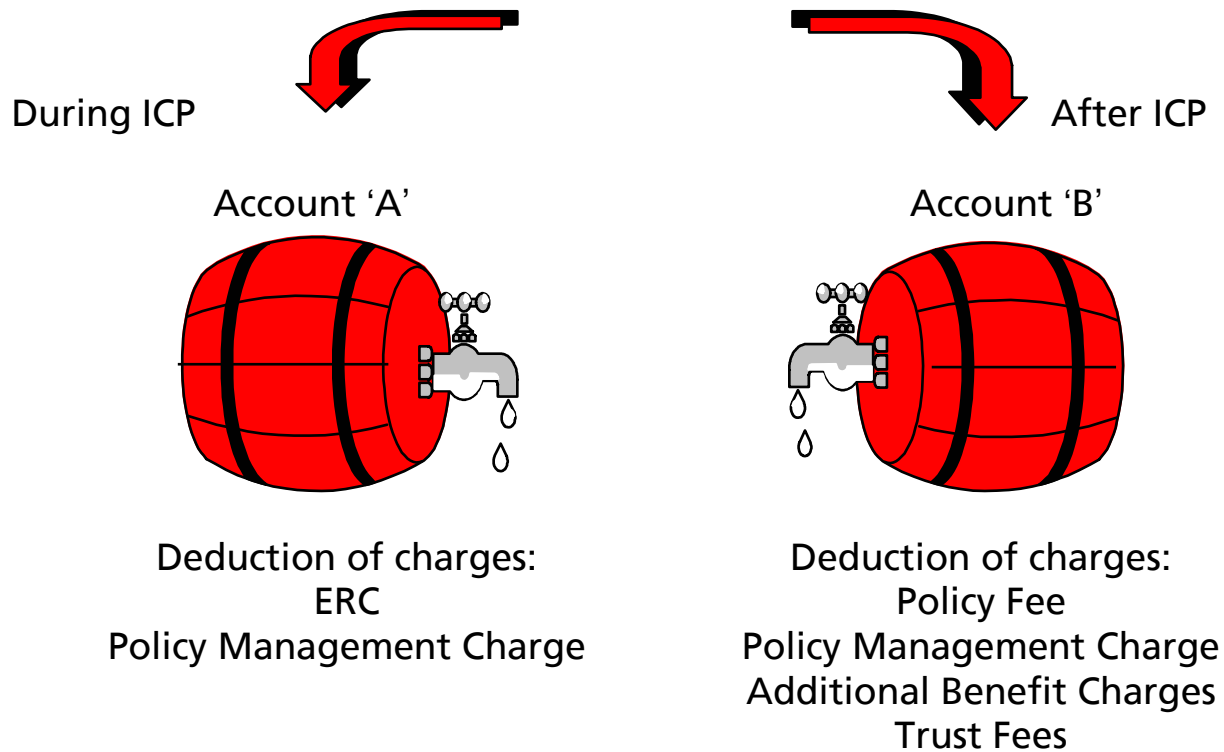
Charges

- Policy management charge **0.75%p.a.**
- Policy fee **USD 7.50 / HKD 60 p.m.**

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Client's contribution



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Charges

- No charge for switches
- No charge for address & beneficiary amendments
- No charge for changing premium frequency / payment method
- **No charge for partial withdrawal**
- No charge for decrements after ICP
- No charge for generating replica policy documents

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Annual fund management charges (AMC)

- Money Market funds: 0.75% p.a
- Managed funds: 1.50% p.a
- Dynamic Growth Fund: 1.80% p.a.
- Mirror funds underlying fund manager AMC (varies)
+ ZIL Mirror fund charge 0.75% p.a

Reduction in yield

- It is an actuarial concept which calculates how much growth in investments is needed to offset all product charges
- For a 25-year Vista,
 - the RIY ranges from 1.3% pa for US\$300 pm to 1.1% pa for US\$1,250 pm and above;
 - for example, for a 25-year US\$300 pm Vista client, the growth rate that needs to be achieved to “break even” is only 1.3% pa

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Lump sum contributions

- 93% allocated to retirement account
- Charges as regular contributions except the Expense Recoupment Charge

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Bonus



Vista Bonus allocation

	Vista Bronze	Vista Silver	Vista Gold
Bonus rate	0.50%	1.50%	2.50%
Monthly Contribution	HKD5,600/USD750 - HKD9,999/USD1,249	HKD10,000/USD1,250 - HKD14,999/USD1,999	HKD15,000/USD2,000 or above

Vista Bonus allocation

- Extra allocation based on **bonus rate x policy term**
- Additional allocation in year 1
- Contributions must continue for at least 18 months
- Bonus capped at 25 years

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Improved bonus allocation

- **NEW** qualifying rules for bonus increments
- New total premium, not just the increment amount
- The increment will no longer have to match the silver or gold minimum

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- E.g. Client starts a Vista saving HKD6,000 per month over a 25 year term
Bronze bonus received each month for year 1:
 $0.5\% \times \text{HKD}6,000 \times 25 = \text{HKD}750$

Client increments to HKD10,000 per month at year 5
Silver bonus received on increment amount, paid in monthly instalments for the first year of the increment:
 $1.5\% \times \text{HKD}4,000 \times 20 = \text{HKD}1,200$

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Ad hoc promotions



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Investment choice



Vista investment choice

- Money market funds
- Managed funds
- Dynamic Growth Fund
- Mirror funds

Investment choice mirror funds

- Strong brands, strong performance, more choice
- A focused range of over 180 funds



Investment choice new funds

- ZI BlackRock Global Funds Global Government Bond
- ZI Invesco Asia Consumer Demand
- ZI JF 5 elements
- ZI JPMorgan Global Capital Preservation
- ZI JPMorgan Global Natural Resources
- ZI Morgan Stanley FX Alpha Plus RC 400
- ZI Morgan Stanley FX Alpha Plus RC 800
- ZI Parvest Converging Europe
- ZI Parvest Turkey
- ZI Schroder ISF Global Climate Change Equity



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Additional protection benefits



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additional benefits

- Waiver of Premium
- Death benefit
- Critical illness cover
- Permanent total disability
- Dismemberment
- Hospitalisation
- Spouse's income benefit

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Options at maturity



Vista options at maturity

- Continue to save - extend the term
- Leave the money invested
- Take 100% cash
- Transfer to another plan

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Why choose Vista?



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why choose Vista - Clients

- 100% allocation – no bid offer spread
- ICP 18 months – among the shortest in the market
- ERC 4% – among the lowest in the market
- After 18 months, flexibility in stopping, starting & reducing premiums, and withdrawing 'B' units at no administration charge
- Increments qualify for bonuses if the new premium level meets the minimum
- Investment choice – 'best of breed' fund range and Lifestyle strategy
- "Built-in" bonus allocations for higher premium levels: Bronze, Silver, Gold
- "Ad hoc" bonus allocations