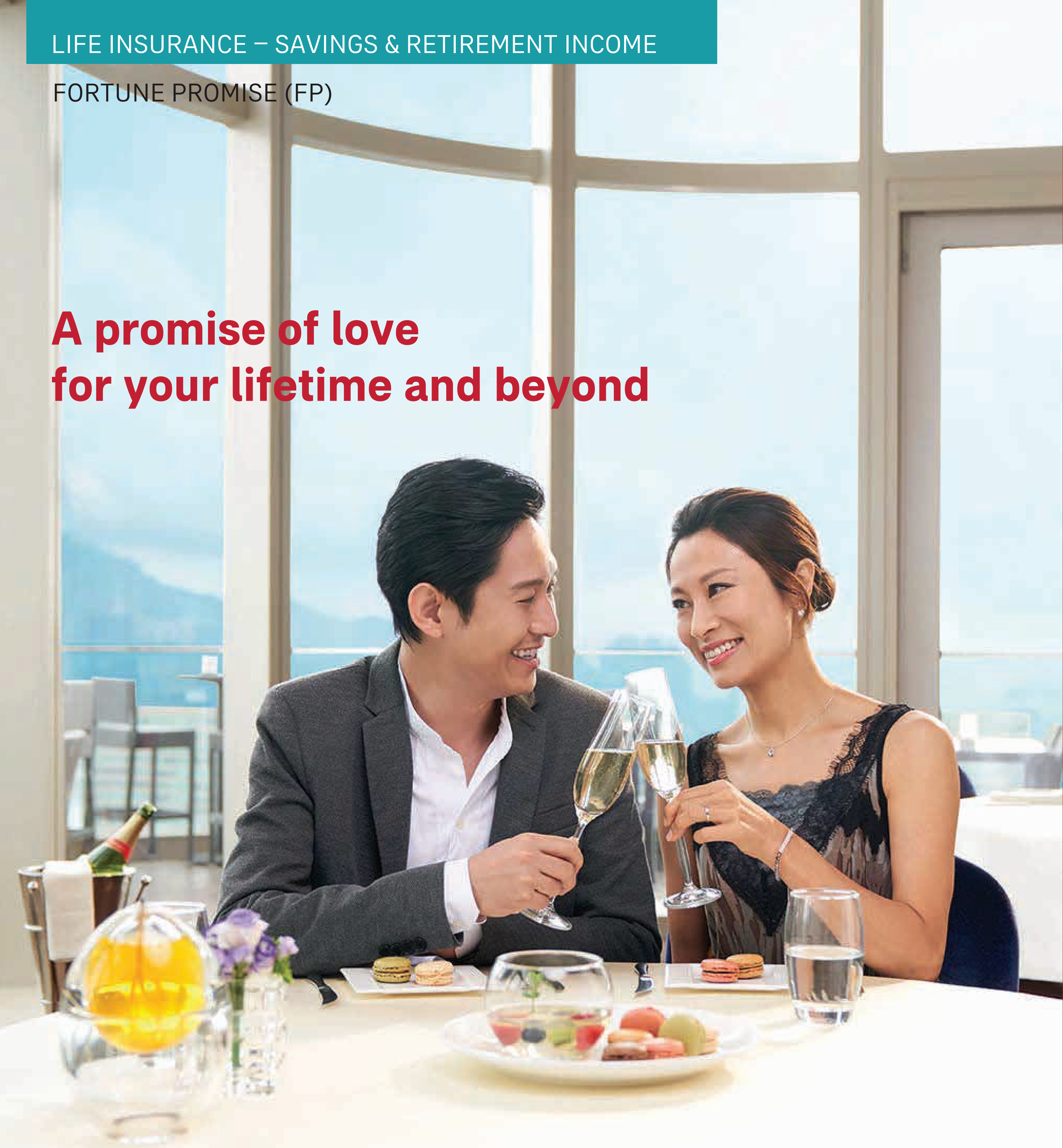
LIFE INSURANCE – SAVINGS & RETIREMENT INCOME

FORTUNE PROMISE (FP)

A promise of love for your lifetime and beyond



Enjoy long-term wealth accumulation and protection with ***Fortune Promise***, which combines stable returns for your retirement as well as support for your loved ones beyond your lifetime. ***Fortune Promise*** makes wealth management easy, so you can sit back and watch your plan bear fruit.

View e-copy

aia.com.hk

AIA International Limited
(Incorporated in Bermuda with limited liability)

Careful planning helps you prepare for a comfortable retirement. You can plan for your future with Fortune Promise. It provides long-term capital growth to support your retirement lifestyle as well as life protection to ensure your loved ones will be cared for beyond your lifetime. That way, you can look ahead with confidence, knowing Fortune Promise will keep your plans on track.

Plan Highlights

Stable returns to enrich your dream retirement

Death Benefit for a legacy that will uplift your loved ones

Death Benefit Settlement Option for flexible legacy planning

Simple application with no medical examination required

Plan for your dream retirement with stable returns

Fortune Promise is a ***participating insurance plan*** that provides you with guaranteed cash value, non-guaranteed Annual Dividends and a non-guaranteed Terminal Dividend, all of which form your policy values.

The plan's guaranteed cash value enables you to accumulate wealth for future prosperity that you can enjoy with your family. It also helps you prepare for your retirement years and beyond.

Once the policy has been in force for 11 years, we will provide you with a non-guaranteed cash amount, called an Annual Dividend on a yearly basis. You may choose to receive the Annual Dividends in cash, or leave them to accumulate in your policy, potentially earning interest.

Once the policy has been in force for 5 years, we will also provide you with a one-off non-guaranteed cash amount, called a Terminal Dividend if:

i. you surrender the policy; or

ii. the insured, who is the person protected under the policy, passes away.

Flexible withdrawal throughout your retirement

When you step into your retirement years, with ***Fortune Promise***, you can choose to withdraw policy values in one go, to realise your dreams. Alternatively, you can withdraw policy values regularly to suit your needs. For example, you can opt for annual or monthly withdrawals as part of your retirement income streams to enjoy your fulfilling retirement years.

Upon request, you can withdraw non-guaranteed Annual Dividends from ***Fortune Promise***. You may also request to withdraw the guaranteed cash value and non-guaranteed Terminal Dividend from your policy through partial surrender, which will in turn reduce the principal amount of the policy and the one-time premium paid for the basic plan under the death benefit. The principal amount is used to calculate premium and relevant policy values and will not be payable as death benefit. After withdrawal, the future value of your policy will be reduced.

If the worst should happen

If the insured passes away, we will pay the death benefit to the person whom you select in your policy as beneficiary. The death benefit will include:

i. guaranteed cash value or a percentage of the one-time premium paid for your basic plan, whichever is higher;

ii. any Annual Dividends that have accumulated with interest under the policy; plus

iii. any Terminal Dividend.

The percentage of your one-time premium paid that may be payable under your death benefit will differ by policy year, as shown in the table below:

Policy Year	Payable percentage of your one-time premium paid (%)
1st	110
2nd	115
3rd	120
4th or more	125

We will deduct all outstanding debt under your policy before we make the payment to the beneficiary.

Even if life takes an unexpected turn

If the insured passes away due to a covered accident within the first 36 months of the policy, ***Fortune Promise*** pays an additional benefit equal to 15% of the one-time premium paid for your basic plan on top of the death benefit. The maximum aggregate amount of this additional benefit under all ***Fortune Promise*** policies for the same insured will be US$150,000.

Your choice of settlement option

Apart from a lump sum payment, if you wish your beneficiary to take the amount of death benefit and accidental death benefit in regular instalments, the plan provides a settlement option available to you.

You can select specific amounts of benefits to be paid to your beneficiary at regular intervals chosen by you, provided that the total annual payment is at least equal to 2% of the sum of the death benefit and accidental death benefit. Remaining amount of benefits will be left in our company to accumulate at the non-guaranteed interest rate determined by us, until the full amount of benefits has been paid to the beneficiary.

The death benefit settlement option is not available if the sum of death benefit and accidental death benefit payable is less than US$50,000.

One-time payment for whole life protection

Fortune Promise offers life insurance cover for the insured. It is available to insureds between 15 days and age 70. The plan is denominated in US dollars, with a one-time premium payable in a lump sum, avoiding the obligation of long-term premium payments while providing whole life protection.

Easy to join

No medical examination is required for a new application as long as the one-time premium payment does not exceed the aggregate limit set for each insured, subject to our prevailing rules and regulations. Simply apply and gain a lifetime of protection.

Examples

(The following examples are hypothetical and for illustrative purpose only. Actual dividends are not guaranteed and are declared at AIA's sole discretion.)

Case 1: Savvy Achiever

Policy owner and insured:	Stanley (age 50)
Occupation:	Owner of a logistics company
Family status:	Married with a son, Samuel
One-time premium:	US$300,000

Stanley feels confident about growing his wealth, yet he hopes to make good use of the 10 years before his retirement to build a stable and secure future for Samuel, who is studying in primary school. For greater assurance, Stanley purchases ***Fortune Promise*** with a one-time premium payment of US$300,000 to help increase protection for his family. At the same time, the plan can accumulate wealth to help him plan his legacy.

This case assumes that Stanley does not withdraw cash at any point throughout the entire policy term, choosing instead to let the total surrender value accumulate within the policy.

Non-guaranteed surrender value
Guaranteed cash value
Projected total surrender value

Projected total death benefit
US$375,000[1]
Up to **1.25 times** the one-time premium paid

Non-guaranteed death benefit: US$0
Guaranteed death benefit: US$375,000

Projected total surrender value
US$414,600[2]
Up to **1.38 times** the one-time premium paid

US$114,600
US$300,000

Projected total surrender value
US$1,666,421[2]
Up to **5.55 times** the one-time premium paid

US$1,179,137
US$487,284

Policy Year: Policy Issuance | 4 | 10 | 40

At age 50, Stanley purchases ***Fortune Promise*** with a one-time premium of US$300,000.

No medical examination is required

At the beginning of the 4th policy year, the death benefit can reach up to 125% of the one-time premium paid.

Upon his retirement at age 60, Stanley may choose to surrender the policy and withdraw the projected total surrender value, or let the policy value continue accumulating to potentially gain a higher return.

At the age of 90, Stanley may choose the settlement option, allowing Samuel to receive the death benefit amount in regular instalments. Alternatively, Stanley may also choose to surrender the policy, withdraw the projected total surrender value and pass the full amount to Samuel.

1. If the insured passes away, we will pay the death benefit to the person whom the owner selects in the policy as the beneficiary. The death benefit will include: i. guaranteed cash value, or up to 125% of the one-time premium paid, depending on the policy year at which death occurs, whichever is higher; and ii. non-guaranteed Annual Dividends (if any) that have accumulated with interest under the policy; plus iii. non-guaranteed Terminal Dividend (if any).
2. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus the accumulated non-guaranteed Annual Dividends with interest, and the non-guaranteed Terminal Dividend. The value is based on the current dividend scales and the accumulation interest rate of 3.5% p.a. on Annual Dividends. The current dividend scales and interest rates 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 Annual Dividends, accumulation interest rates and Terminal Dividend payable throughout the duration of the policy may vary at AIA's sole discretion, and may be less or more favourable than those illustrated. The above example assumes that no cash withdrawal or no policy loans are taken throughout the term of the policy. To receive the amounts illustrated, the policy owner must surrender his policy at the end of respective policy year. The policy will be terminated when the total surrender value has been withdrawn entirely.

Case 2: Family First

Policy owner and insured:	Justin (age 35)
Occupation:	Senior Customer Manager
Family status:	Married, new dad
One-time premium:	US$90,000

Having just purchased his first home and become a new dad, Justin is full of excitement and expectations for his life. He hopes to set his son Jasper up for success by giving him an excellent education, which will involve studying abroad in the future. However, Justin is worried about economic instability and critical illnesses striking at a younger age. He fears that in the event of an emergency, the sudden loss of the family breadwinner will make it difficult for his family to cope with living and education expenses; there will also be enormous pressure in terms of the mortgage.

Understanding that time is critical to wealth accumulation, Justin purchases ***Fortune Promise*** with a one-time premium of US$90,000 to accumulate wealth and obtain life protection, which will provide sufficient funds for his family and supplement his and his wife's retirement income.

This case assumes that Justin does not withdraw cash at any point prior to age 56, choosing instead to let the total surrender value accumulate in his policy.

One-time premium paid: US$90,000
Total cash withdrawn (non-guaranteed) in 20 years between ages 56 and 75:
US$153,000[2] (up to 1.7 times the one-time premium paid)
The cash withdrawn can cover part of Jasper's overseas studies and Justin's retirement needs

Policy year 21 22 23

Annual withdrawal amount[2] (non-guaranteed): **US$7,650**
Monthly average withdrawal amount[2] (non-guaranteed): **US$637.5**

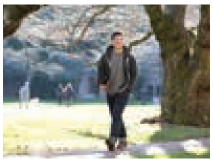
Policy year 63 64 65

Policy Year: Policy Issuance | 10 | 21 | 40 | 65

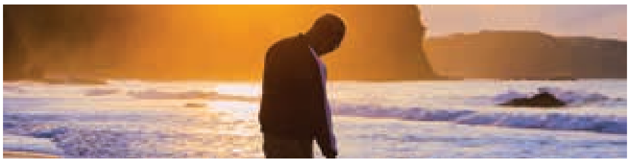
At age 35, Justin purchases ***Fortune Promise*** with a one-time premium of US$90,000.

No medical examination is required

Projected total surrender value is **US$124,380**[1] (the non-guaranteed surrender value is US$34,380 and the guaranteed cash value is US$90,000), up to 1.38 times the one-time premium paid.



At age 56, Justin can start withdrawing **US$7,650**[2] each year for part of Jasper's overseas education fund and his retirement income streams.



- At age 75, Justin has withdrawn a total cash amount of **US$153,000**[2] (non-guaranteed). The balance of the projected total surrender value[1] is **US$257,242** (the non-guaranteed surrender value is US$174,211 and the guaranteed cash value is US$83,031[3].)
- Subject to the balance of total surrender value, Justin may continue to withdraw **US$7,650**[2] each year for part of retirement income streams until age 100 (non-guaranteed) or use the amount for legacy planning.

1. The projected total surrender value illustrated is the sum of the policy's guaranteed cash value plus the accumulated non-guaranteed Annual Dividends with interest, and the non-guaranteed Terminal Dividend. The value is based on the current dividend scales and the accumulation interest rate of 3.5% p.a. on Annual Dividends. The current dividend scales and interest rates 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 Annual Dividends, accumulation interest rates and Terminal Dividend payable throughout the duration of the policy may vary at AIA's sole discretion, 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. To receive the amounts illustrated, the policy owner must surrender his policy at the end of respective policy year. This policy will be terminated when the total surrender value has been withdrawn entirely.
2. The amount of cash withdrawal under *Fortune Promise* is non-guaranteed and the length of the withdrawal period is non-guaranteed. The actual amount and period of cash withdrawal may vary according to the actual non-guaranteed benefit payable, such that the withdrawal period may terminate before the Insured reaches the age of 75. Cash withdrawals made will be deducted first from the accumulated Annual Dividends with any interest, after which any withdrawal which exceeds the remaining balance of accumulated Annual Dividends with any interest will be deducted from the guaranteed cash value and any Terminal Dividend entitlement accrued (from and after the end of the 5th policy year), which in turn will reduce the principal amount of the policy. Therefore, the subsequent guaranteed cash value, any Annual Dividends and any Terminal Dividend will be adjusted accordingly based on the reduced principal amount and the amounts will be less than the projected amounts without cash withdrawal. Please contact your financial planner or our Company to obtain illustrative documents for details on cash withdrawals in cases such as the above.
3. 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 may be more or less than the projected figures for each policy year; therefore, the actual guaranteed cash value will be based on the actual principal amount at the end of each policy year.

Important Information

This brochure is for reference only. 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. 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 / Macau only.

Dividend Philosophy

This is a participating insurance plan designed to be held long term. Your premiums will be invested in a variety of assets according to our investment strategy, with the cost of policy benefits and expenses deducted as appropriate from premiums or assets. Your policy can share the divisible surplus (if any) from related product groups determined by us. We aim to ensure a fair sharing of profits between policy owners and shareholders, and among different groups of policy owners.

Future investment performance is unpredictable. Through our smoothing process, we aim to deliver more stable dividend payments by spreading out the gains and losses over a longer period of time. Stable dividend payments will ease your financial planning.

We will review and determine the dividend amounts to be payable to policy owners at least once per year. The actual dividends declared may be different from those illustrated in any product information provided (e.g. benefit illustrations). If there are any changes in the actual dividends against the illustration or in the projected future dividends, such changes will be reflected in the policy anniversary statement.

A committee has been set up to provide independent advice on the determination of the dividend amounts to the Board of the Company. The committee is comprised of members from different control functions or departments within the organisation both at AIA Group level as well as Hong Kong local level, such as office of the Chief Executive, legal, compliance, finance and risk management. Each member of the committee will 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 decision 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 dividends, 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.

To determine the dividends of the policy, we consider both past experiences and the future outlook for all the factors including, but not limited to, the following:

Investment returns: include interest earnings, dividends and any changes in the market value of the product's backing assets. Depending on the asset allocation adopted for the product, investment returns could be affected by fluctuations in interest income (both interest earnings and the outlook for interest rates) and various market risks, including credit spread and default risk, fluctuations in equity prices, property prices and foreign exchange currency fluctuation of the backing asset against the policy currency.

Claims: include the cost of providing death benefits and other insured benefits under the product(s).

Surrenders: include policy surrenders, partial surrenders and policy lapses; and the corresponding impact on the investments backing the product(s).

Expenses: include both expenses directly related to the policy (e.g. commission, underwriting, issue and premium collection expenses) and indirect expenses allocated to the product group (e.g. general administrative costs).

For further information, please visit our website at
http://www.aia.com.hk/en/dividend-philosophy.html

For the historical fulfillment ratio, please visit our website at
http://www.aia.com.hk/en/fulfillment-ratio.html

Dividend and Bonus Philosophy	Historical Fulfillment Ratio

Investment Philosophy, Policy and Strategy

Our investment philosophy is to deliver stable returns in line with the product's investment objectives and AIA's business and financial objectives.

Our investment policy aims to achieve the targeted long-term investment results and minimise volatility in investment returns over time. It also aims 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 product as follows:

Asset Class	Target Asset Mix (%)
Bonds and other fixed income instruments	*50% - 80%*
Equity-like assets	*20% - 50%*

Our investment strategy is to actively manage the investment portfolio i.e.: adjust the asset mix in response to the external market conditions. The proportion of equity-like assets would be lower when interest rate level is low and would be even lower than the long-term target strategy so to protect the guaranteed liability and to minimise volatility in investment returns over time, and vice versa when interest rate is high.

The bonds and other fixed income instruments predominantly include government and corporate bonds, and are mainly invested in the geographic region of the United States and Asia-Pacific (excluding Japan). Equity-like assets may include listed equity, mutual funds and direct / indirect investment in commercial / residential properties, and are mainly invested in Asia. Returns of equity-like assets are generally more volatile than bonds and other fixed income instruments. Subject to our investment policy, derivatives may be utilised to manage our investment risk exposure and for matching between assets and liabilities.

Our currency strategy is to minimise currency mismatches. For bonds or other fixed income instruments, our current practice is to currency-match their bond purchases with the underlying policy denomination on best-efforts basis (i.e.: US Dollar assets will be used to support US Dollar liabilities and HK Dollar assets will be used to support HK Dollar liabilities). Subject to market availability and opportunity, bonds may be invested in currency other than the underlying policy denomination and currency swap will be used to minimise the currency risks. Currently assets are mainly invested in US Dollar. For equity-like assets, currency exposure depends on the geographic location of the underlying investment where the selection is done according to our investment philosophy, investment policy and mandate.

We will pool the investment returns from other long term insurance products (excluding investment linked assurance schemes and pension schemes) together with this participating insurance plan for determining the actual investment and the return will subsequently be allocated with reference to the target asset mix of the respective participating products. Actual investments (e.g. geographical mix, currency mix) would depend on market opportunities at the time of purchase. Hence it may differ from the target asset mix.

The investment strategy may be 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 impact to the policies.

Key Product Risks

1. The plan may make certain portion of its investment in equity-like assets. Returns of equity-like 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 dividend 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.
2. We will terminate your policy and you / the insured will lose the cover when one of the following happens:
   - the insured passes away; or
   - the outstanding debt exceeds the guaranteed cash value of your policy.
3. 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.
4. 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.
5. 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.

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 or IA's website at www.ia.org.hk.

Key Exclusions to Accidental Death Benefit

Accidental Death Benefit will not cover any conditions that 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, 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.

Suicide

If the insured commits suicide within one year from the date on which the policy takes effect, our liability will be limited to the refund of premiums paid (without interest) less any outstanding debt.

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.

Cancellation Right

You have the right to cancel and obtain a refund of any premiums and any levy paid by giving written notice to us. Such notice must be signed by you and submitted to the Customer Service Centre of AIA International Limited at 12/F, AIA Tower, 183 Electric Road, North Point, Hong Kong or the Customer Service Centre of AIA International Limited at Unit 1903, 19/F, AIA Tower, 251A-301 Avenida Comercial de Macau, Macau within 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 the earlier.