

What am I buying?

- An insurance product with a medium to long-term investment horizon - usually longer than five years.
- Part of the premiums are allocated to selected investment options, the remaining part will pay the cost of insurance protection, policy fees and charges.

Is the return guaranteed?

- Investment performance or overall return is not guaranteed.
- The return will depend on the performance of the chosen underlying funds, e.g. bond, equity, and/or money market funds.

How long is the premium payment period?

- Single premium product - one-off payment.
- Regular premium product - a recurring payment for the contracted period of the policy, which can last several years. Make sure you are willing and able to pay premiums for the entire payment term.

Can I stop or change the amount of premium payment after the policy has been issued?

- You can stop payment; however, it may attract a penalty unless there is a "Premium Holiday" provision.
- Some policies allow increases or decreases of premium payment but this can be subject to certain conditions. For instance, decreases in premiums may attract a penalty.

What are the types of fees and charges?

Most common types are:

Policy Level	Investment Level	Underlying Fund Level
Initial Set up Charges	Initial Charges, i.e. Subscription Fees	Management Fees
Early Cancellation i.e. Surrender Charge	Investment Management Fees	Performance Fees
Cost of Life Insurance Protection	Fund Switching Fees	Custody and Administration Fees
Administration/Management Charges	Performance Fees	Trustee Fees
Withdrawal Charges	Fund Redemption Charges	

- Fees and charges vary from product to product.
- It is strongly recommended that you refer to the Principal Brochure and Policy Conditions.

Can I withdraw money from my policy before it matures?

- This depends on terms and conditions of the policy.
- This may attract early withdrawal charges and these will be stated in the Principal Brochure and Policy Conditions.
- This may result in a significant loss to your investment.

What should I do if I have any questions or am unsure about my policy?

- Contact your insurance intermediary or the insurer directly.
- Visit the Hong Kong Federation of Insurers' website on "Smart Tips on Investment Linked Assurance Schemes".
<http://www.hkfi.org.hk/ILAS/index.html>

