

PRODUCT DISCLOSURE SHEET	
(Read this Product Disclosure Sheet before you decide to take up the ELITE INCOME 88. Be sure to also read the general terms and conditions.)	MANULIFE INSURANCE BERHAD (200801013654 (814942-M))
	ELITE INCOME 88 (This is an insurance product.)

1. WHAT IS THIS PRODUCT ABOUT ?

ELITE INCOME 88 is a universal life endowment plan that comes with a 5 year premium payment term, offering a combination of investment and insurance protection against death or TPD (up to age 70).

The plan also comes with **ACCIDENTAL DEATH BENEFIT** which provides insurance coverage for death resulting from accident within the first 15 Policy Years or up to age 65 next birthday, provided such death occurs within 180 days from the accident.

During the first 15 Policy Years, you will be receiving Guaranteed Cash Payments at the end of every policy year.

Should your financial goals change during this period, you are given an option to either maintain your existing plan or switch to other available plans. This option is provided 90 days before the end of Policy Year 15.

<For Wealth-15 option>: If you decide to maintain your plan, at the end of Policy Year 15, a Wealth Pot (as defined in the "BASIC PLAN BENEFITS AND FEATURES" section of Product Illustration) will be created at Policy Year 15 and be payable as Maturity Benefit.>

<For Wealth-88 option>: If you decide to maintain your plan, the policy will mature upon Insured attains age 88 (next birthday) and 110% of Account Value will be payable as the Maturity Benefit.

<For Wealth-88 Plus option>: Starting from the end of Policy Year 16, Policy Owner will receive Annual Income equivalent to 5% of Account Value. The Annual Income is payable by withdrawing from Account Value and will only be paid provided the balance of Account Value after each payout is at least RM 5,000. Upon Maturity, 110% of the remaining Account Value will be paid as Maturity Benefit.

2. WHAT ARE THE COVERS / BENEFITS PROVIDED ?

TYPE OF COVERAGE	Amount/Face Amount(RM)
Death	
Natural	Benefits payable as stated in Schedule of Death or TPD Benefit
Accidental	<i><basic face amount></i> + Benefits payable as stated in Schedule of Death or TPD Benefit
Total & Permanent Disability (TPD)	Benefits payable as stated in Schedule of Death or TPD Benefit

Schedule of Death or TPD Benefit

Policy Year at Death or TPD	Death or TPD Benefit
1 and 2	(a) Total Modal Premiums Paid less Total Guaranteed Cash Payment paid; and (b) GCP Account Value (if any)
3 to 15	(a) The higher of: (i) 105% of (Total Modal Premiums Paid less Total Guaranteed Cash Payment paid); or (ii) Basic Account Value and (b) GCP Account Value (if any)

Term of contract: *<coverage term>*

Note: Details of covers / benefits are given in the Product Illustration.

Reminder: Please refer to the Universal Life Fund Fact Sheet for objectives of the Universal Life Fund.

3. HOW MUCH PREMIUM DO I HAVE TO PAY ?

The total premiums that you have to pay and the policy terms may vary depending on the underwriting requirements of Manulife. The estimated total premium that you have to pay for first policy year is: RM *<premium>* *<premium mode>*

Basic Plan Premium Duration: 5 years

Note:

- a) The premium and/or policy Charges, whichever applicable, may be subject to taxes introduced by the Government of Malaysia from time to time. Manulife reserves the rights to collect from you an amount equivalent to the prevailing rate of taxes payable for the premium and/or policy charges, as applicable. Your obligation to pay such taxes shall form part of the Terms and Conditions in your insurance policy. Manulife reserves the right to increase the premium amount on the next Policy Anniversary in the event of any revisions of non-guaranteed policy Charges (including the Insurance Charge of any rider(s) attached to the policy) by giving at least 90 days prior notice to the policy Owner before the revised premium amount and/or policy Charges takes effect.
- b) Your plan may entitle the life proposed to temporary accidental death coverage once Manulife receives the full modal premium and completed application form. For full terms and conditions, please refer to the 'Interim Cover - Terms and Conditions' available at www.manulife.com.my.

4. WHAT ARE THE FEES AND CHARGES THAT I HAVE TO PAY ?

- a) The Insurance Charge will be deducted at beginning of every policy month from the Basic Account. The Insurance Charge will increase as you grow older. The Insurance Charge varies by the attained age, occupation and smoking status. There will be no Insurance Charge on Basic Policy for the first two (2) Policy Years and after end of Policy Year 15.
- b) Other than Insurance Charge, there are Administration Charge, Fund Management Charge, Deferred Premium Charge, Premium Holiday Charge and Surrender Charge which are chargeable to this policy.
- c) Premium Holiday Charge and Surrender Charge are conditional charges at which Premium Holiday Charge is only chargeable if premium remains unpaid at the end of the Grace Period, whereas Surrender Charge will only be charged if you surrender the policy, prior to policy maturity.
- d) Administration Charge and Fund Management Charge are chargeable throughout the policy term. Meanwhile Deferred Premium Charge will be deducted for the first 10 years even though the policy is on Premium Holiday.
- e) Commission -This is the actual commission borne by you and paid from the policy Charges that are imposed on your policy for services that the authorised bank will provide to you for the duration of your policy. The commission payable (based on % of premium paid) is as below:

Policy Year	Commission (%)	Actual Amount (RM)
1	10.00%	<XX,XXX>
2	7.50%	<XX,XXX>
3	3.75%	<XX,XXX>
4	2.00%	<XX,XXX>
5	1.75%	<XX,XXX>
6 & above	0.00%	<XX,XXX>

Note: The Insurance Charges for basic policy, rider (if applicable) and all other policy Charges are not guaranteed and may varied from time to time by giving 90 days notice to Owner. For further details of the fees and charges, please refer to the Product Illustration.

5. WHAT ARE SOME OF THE KEY TERMS AND CONDITIONS THAT I SHOULD BE AWARE OF ?

- a) Importance of disclosure - You are required to disclose all the facts which you know or ought to know, fully and faithfully, otherwise the policy issued hereunder may be invalidated.
- b) Free-look period - you may cancel your policy by returning the policy with written objection within 15 days from the date of receipt of the policy. Total Modal Premiums Paid, including Extra Premium due to loadings (if any) less any medical examination fees incurred, will be refunded to you.
- c) Account Value - the Account Value is the sum of Basic Account Value and GCP Account Value (if any). Actual Crediting Interest Rate will be credited to both accounts at the end of every policy month.
- d) Crediting Interest Rate - actual Crediting Interest Rate may fluctuates each year, depending on the investment return of Manulife Universal Life Fund. The Crediting Interest Rate is **NOT GUARANTEED** and subject to investment income tax and Fund Management Charge. The minimum net Crediting Interest Rate **after deducting the investment income tax and Fund Management Charge is 2% p.a. for the first 5 years and 0% p.a. for the subsequent years**. The Crediting Interest Rate will be 'smoothed' where in years which Manulife has experienced good investment results, Manulife may reserve some of the earnings and utilise them for years when investment returns are lower. However, such smoothing strategy does not give policy Owner a complete assurance against poor results. If poor investment returns continue over several years, it is possible to have a low Crediting Interest Rate over a long term.
- e) No-Lapse Guarantee - the policy will continue to be in force in the event the Basic Account Value is insufficient to deduct the policy Charges, provided the premium has been paid to date. No-Lapse Guarantee will be forfeited if any premium due under the policy remains unpaid at the end of Grace Period. Any unpaid Insurance Charges and Administration Charge will be deducted once the Account Value becomes sufficient.
- f) The policy will lapse when the Basic Account Value is insufficient to pay for the applicable Charges and No-Lapse Guarantee is forfeited.

- g) Flexibility To Switch Plan Option - The policy Owner is given the flexibility to switch to other available Plan Options, 90 days before the end of Policy Year 15. For the benefits of the other Plan Option available please refer to the contract for more details.
- h) You are advised to name a nominee(s) for your insurance application to ensure smooth settlement of claims. You should also ensure that the nominee(s) is aware of the policy that you have purchased.
- i) For details on how to make a claim, please refer to our guide at www.manulife.com.my.
- j) Accidental Death Benefit, if any, forms part of the policy and shall remain compulsory throughout the first 15 Policy Years, or up to age 65 next birthday, whichever is earlier.

Note: This list is non exhaustive. Please refer to the policy contract for the terms and conditions under this policy.

6. WHAT ARE THE MAJOR EXCLUSIONS UNDER THIS POLICY ?

- a) Death benefit is not payable under this plan if death is due to Insured, whether sane or insane, committing suicide, within 13 months after the Issue date or date of any reinstatement, whichever is later.
- b) This policy does not cover pre-existing Disability. Any disability claim arising and/or resulting directly or indirectly, whether in part or in whole, from a Disability that the Insured has:
 - (i) received advice on; and/or
 - (ii) sought or obtained treatment, from a medical practitioner, chiropractor, naturopath or any other practitioner or a similar kind within 12 months immediate prior to the issue date of the policy is not covered.
- c) The TPD provision does not cover any disability caused directly or indirectly by suicide attempts, any intentional self-inflicted injuries, military, air force or naval service in time of war, criminal act, aviation activities other than as a fare paying passenger or crew on a commercial passenger airline, liquor or drug intoxication, and participation in any hazardous pursuits e.g. mountaineering, scuba diving, hang gliding, etc.
- d) Accidental Benefit(s) does not cover any injury or loss caused directly or indirectly, wholly or partly, by:
 - (i) Attempted suicide, intentionally self-inflicted injuries;
 - (ii) War, revolution or any war-like operations; military, air force or naval service in time of war, war operations or restoration of public order;
 - (iii) Criminal brawl;
 - (iv) Taking poison or inhaling of gas or fumes;
 - (v) Chronic illness pre-existing to an accident, accident due to alcohol or substance abuse; or
 - (vi) Aviation activities other than as a fare paying passenger or crew on a scheduled flight.

Note: This list is non exhaustive. Please refer to the policy contract for the terms and conditions under this policy.

7. CAN I CANCEL MY POLICY ?

You may cancel your policy by giving a written notice to the Company. However, buying a life policy is a long-term financial commitment. It is not advisable to hold this policy for a short period of time in view of the high initial costs. The cash amount that Manulife will pay you when you cancel the policy before the maturity period may be less than the total amount of premium you have paid.

8. WHAT DO I NEED TO DO IF THERE ARE CHANGES TO THE CONTACT DETAILS OF MYSELF, MY NOMINEE(S) OR MY TRUSTEE(S)?

It is important that you, your nominee(s) or your trustee(s) inform us of any change in contact details to ensure that all correspondences reach you, your nominee(s) or your trustee(s) in a timely manner.

9. WHERE CAN I GET FURTHER INFORMATION ?

Should you require additional information about life insurance or medical and health insurance, please refer to the *insuranceinfo* booklet on 'Life Insurance' available at all our branches or you can obtain a copy from the authorised bank representative or visit www.insuranceinfo.com.my.

If you have any enquiries, please contact us at:

Manulife Insurance Berhad (200801013654 (814942-M))
 12th Floor, Menara Manulife, 6, Jalan Gelenggang,
 Damansara Heights,
 50490 Kuala Lumpur.
 Tel : (03) 2719-9112
 Email : MYCARE@manulife.com

10. OTHER SIMILAR TYPE OF COVER/PLAN AVAILABLE

Please ask your insurer / authorised bank representative for other similar types of plans offered by the insurer.

IMPORTANT NOTE :

THIS IS AN INSURANCE PRODUCT THAT IS TIED TO THE PERFORMANCE OF UNDERLYING ASSETS, AND IS NOT A PURE INVESTMENT PRODUCT SUCH AS UNIT TRUSTS. BUYING LIFE INSURANCE POLICY IS A LONG-TERM FINANCIAL COMMITMENT. YOU MUST CHOOSE THE TYPE OF POLICY THAT BEST SUITS YOUR PERSONAL CIRCUMSTANCES. YOU SHOULD READ AND UNDERSTAND THE INSURANCE POLICY AND DISCUSS WITH THE AUTHORISED BANK REPRESENTATIVE OR CONTACT THE INSURANCE COMPANY DIRECTLY FOR MORE INFORMATION.

The benefit(s) payable under eligible product is protected by PIDM up to limits. Please refer to PIDM's TIPS Brochure or contact Manulife Insurance Berhad or PIDM (visit www.pidm.gov.my).

The information provided in this disclosure sheet is generated as at *<date>*