



Universal Life Special Offer

Promotion Period: From August 1, 2019 to December 31, 2019

Apply for **Universal Life** plan(s) during the Promotion Period to enjoy any one of the offers listed below at your choice:

1. Cost of Insurance Discount Promotion

Enjoy the **cost of insurance discount** until the life insured attains 100 years of age

OR

2. Locked-in Rate Promotion

Guaranteed 3.9% crediting interest rate per annum ('Locked-in Rate') for the premium paid in the first policy year, for the first five policy years ('Locked-in Period')

Terms and Conditions:

1. This promotion is only applicable to new Universal Life policy application that has been successfully submitted via Manulife insurance advisors or brokers from August 1, 2019 to December 31, 2019 (both dates inclusive), and approved by Manulife on or before March 31, 2020 ('Eligible Policy'). Each policyowner will only be entitled to enjoy either ONE of the above offers in respect of the same Eligible Policy.
2. Under the Cost of Insurance Discount Promotion:
 - i. This offer is only applicable to the Eligible Policy which satisfies all of the below conditions:
 - a) The notional amount is greater than or equal to USD 5,000,000;
 - b) No Cash Value Enhancement Benefit is attached; and
 - c) The planned premium is calculated based on the assumption that the surrender value of the Eligible Policy will reach the chosen notional amount when the life insured attains 100 years of age under the current assumed basis in the policy proposal and it does not exceed the maximum premium limit set by Manulife.
 - ii. The cost of insurance charge discount is determined based on the life insured's issue age at the time the Eligible Policy is issued. Please refer to the policy proposal for details of the discounted cost of insurance charge applicable under your policy.
 - iii. Manulife will not accept any additional premium that is in excess of those shown on the planned premium schedule in the policy provision.
 - iv. If there are any subsequent alterations to or termination of the Eligible Policy for whatever reasons, the policyowner will cease to enjoy this offer from any days in which the alteration to or termination of the Eligible Policy takes effect.
3. Under the Locked-in Rate Promotion:
 - i. The guaranteed crediting interest rate will be 3.9% per annum ('Locked-in Rate') for the first five policy years ('Locked-in Period') on all premiums received for the Eligible Policy and accepted by Manulife in the first policy year ('First Year Premium'). Please refer to the policy proposal to understand how the Lock-in Rate is applied under your policy.
 - ii. If any additional premium is paid for the Eligible Policy in any days from the second to fifth policy years ('Termination Date'), this promotion shall come to an end on the Termination Date and the Locked-in Rate shall immediately cease to apply to the First Year Premium of the Eligible Policy from the Termination Date to the end of the Lock-in Period.
 - iii. If there are any subsequent alterations to or termination of the Eligible Policy for whatever reasons during the Locked-in Period, the policyowner will cease to enjoy the Locked-in Rate for the First Year Premium from any days in which the alteration to or termination of the Eligible Policy takes effect to the end of the Locked-in Period.
4. Policyowners are not eligible for this promotion if they have terminated any existing Universal Life policy within six months before policy issue date of the Eligible Policy and then apply the same plan again for the same life insured.
5. This promotion cannot be used in conjunction with any other promotion unless otherwise agreed by Manulife.
6. Manulife reserves the right to change, terminate or cancel the promotion at any time without prior notice. Manulife's decision shall be final and conclusive.

In this leaflet, 'you' and 'your' refer to the policyowner. 'Manulife', 'we', 'us' and 'our' refer to Manulife (International) Limited (Incorporated in Bermuda with limited liability). Universal Life is an insurance product provided and underwritten by Manulife. The above provides only general information on this product for your reference only. You should not purchase Universal Life solely on the basis of this promotional offer or this leaflet. Please ask your insurance advisor or brokers for a copy of the product guide, proposal and policy provision, which will give you more details about this product including the 'Important Information' in the product guide showing the product risks.

For more information, please contact your Manulife insurance advisor or brokers or call our customer service hotline on (852) 2510 3383 (if you are in Hong Kong) or (853) 8398 0383 (if you are in Macau).

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