

## Signature Heirloom Indexed Universal Life

Elevate your legacy,  
*your way*





## Craft and shape a legacy that doesn't just endure, but excels.

A legacy extends beyond merely providing for future generations, it also serves as a pivotal launchpad, one that accelerates their journey towards great success. Introducing Signature Heirloom Indexed Universal Life, an indexed universal life insurance plan that elevates the potential of your legacy, without compromising the wealth that you have attained.

With the flexibility to allocate your premiums across two distinct accounts, experience consistent returns with a Fixed Account that offers a minimum guaranteed crediting rate of 2% p.a. while the Index Account lets you unlock potentially higher returns with an internationally recognised index S&P 500 with a 115% Performance Multiplier, complemented with guaranteed loyalty bonus of 0.35% p.a. from Policy Year 11 onwards. It also shields against market downturns, ensuring the preservation of your wealth, despite market volatility.

Whether you are focusing on letting your wealth thrive through future generations or protect key employees in your business, let us help you craft your legacy.

## **Assurance that you will always be in good hands.**

We provide Parental Guarantee for your Signature Heirloom Indexed Universal Life policy as your valid claims are guaranteed by Manulife Holdings Berhad (“MHB”), a member of Canada-based Manulife Financial Corporation and the parent company of Manulife Insurance Labuan Limited (“MILL”).

Manulife Financial Corporation is a leading international financial services provider, helping people make their decisions easier and lives better.

With our global headquarters in Toronto, Canada, we provide financial advice and insurance, operating as Manulife across Canada, Asia, and Europe, and primarily as John Hancock in the United States. Through Manulife Investment Management, the global brand for our Global Wealth and Asset Management segment, we serve individuals, institutions, and retirement plan members worldwide.

At the end of 2023, we had more than 38,000 employees, over 98,000 agents, and thousands of distribution partners, serving over 35 million customers. Our principal operations are in Asia, Canada, and the United States, where we have served customers for more than 160 years.

We trade as ‘MFC’ on the Toronto, New York, and the Philippine stock exchanges and under ‘945’ in Hong Kong. In Malaysia, we have over 61 years of experience in providing insurance, retirement, wealth management and high net worth solutions to our customers.

Not all offerings are available in all jurisdictions. For additional information, please visit  
**[manulife.com](http://manulife.com)**

## A financially sound partner that's here to stay

Our financial strength is reflected in our substantial capital base, our financial ratings awarded by independent rating agencies, and our strong asset performance.

Financial Strength Ratings:\*

AM Best: A+ | DBRS: AA | Fitch: AA- | Moody's: A1 | S&P: AA-

\*Ratings apply to the main life operating companies of Manulife Financial Corporation as of 31 December 2023

Established since  
**1887**

Global headquarters in  
**Toronto**

**Over 35 million**  
customers worldwide (as of 2023)



## Asia's trusted financial advisor since 1897

Over  
**98,000** agents

Established in Malaysia  
since **1963**

MHB has been listed on the Main  
Board of Bursa Malaysia since  
**1984**

Over **RM13.9 billion** in  
assets under management (as  
of 31 December 2023) for MHB

# Key features at a glance



## A lifetime of protection<sup>1</sup>

Be assured of your loved ones' financial security with lifetime coverage for death and terminal illness coverage of up to age 99.

Note: Death coverage is for the whole life. Terminal illness coverage is up to age 99.



## One legacy, two ways to grow your wealth

Freedom to allocate your premiums into Index Account and/or Fixed Account based on your risk appetite and potential returns.



## Amplify growth potential

Earn potentially higher returns<sup>2</sup> via the Index Account that is tied to an internationally recognised index S&P 500 with 115% Performance Multiplier of potential returns.



## Secure steady returns

Reap stable returns with a Fixed Account that offers minimum guaranteed crediting rate of 2% p.a.



## Prudent strategy for your capital

The Index Account offers an optional feature, the Automatic Premium Spread Option, which enables you to mitigate the risk of market volatility by automatically spreading your premiums across 12 months<sup>2</sup>.



## Flexibility to stay ahead of your evolving needs

- Flexible premium payments<sup>3</sup>; and allocation into Fixed Account and/or Index Account
- Option to change Life Insured<sup>4</sup>, rebalance and reallocate<sup>5</sup> the values between the two accounts



## Protection for your policy

If you choose to surrender your policy, rest assured that you will receive the higher of the Policy Value less Surrender Penalty or the Minimum Surrender Value<sup>6</sup> at a fixed rate of 2% p.a.



## Get rewarded as you stay invested

Enjoy guaranteed loyalty bonus of 0.35% from Policy Year 11 onwards.



## Quit Smoking Incentive<sup>7</sup>

Benefit from standard non-smoker Policy Charges if you want to quit smoking.

# Elevate your legacy, your way

Signature Heirloom Indexed Universal Life helps you to plan ahead for your needs:



## Legacy Planning

Distribute your wealth according to your wishes



## Estate Liquidity

Helps you to divide your estate equitably



## Portfolio Diversification

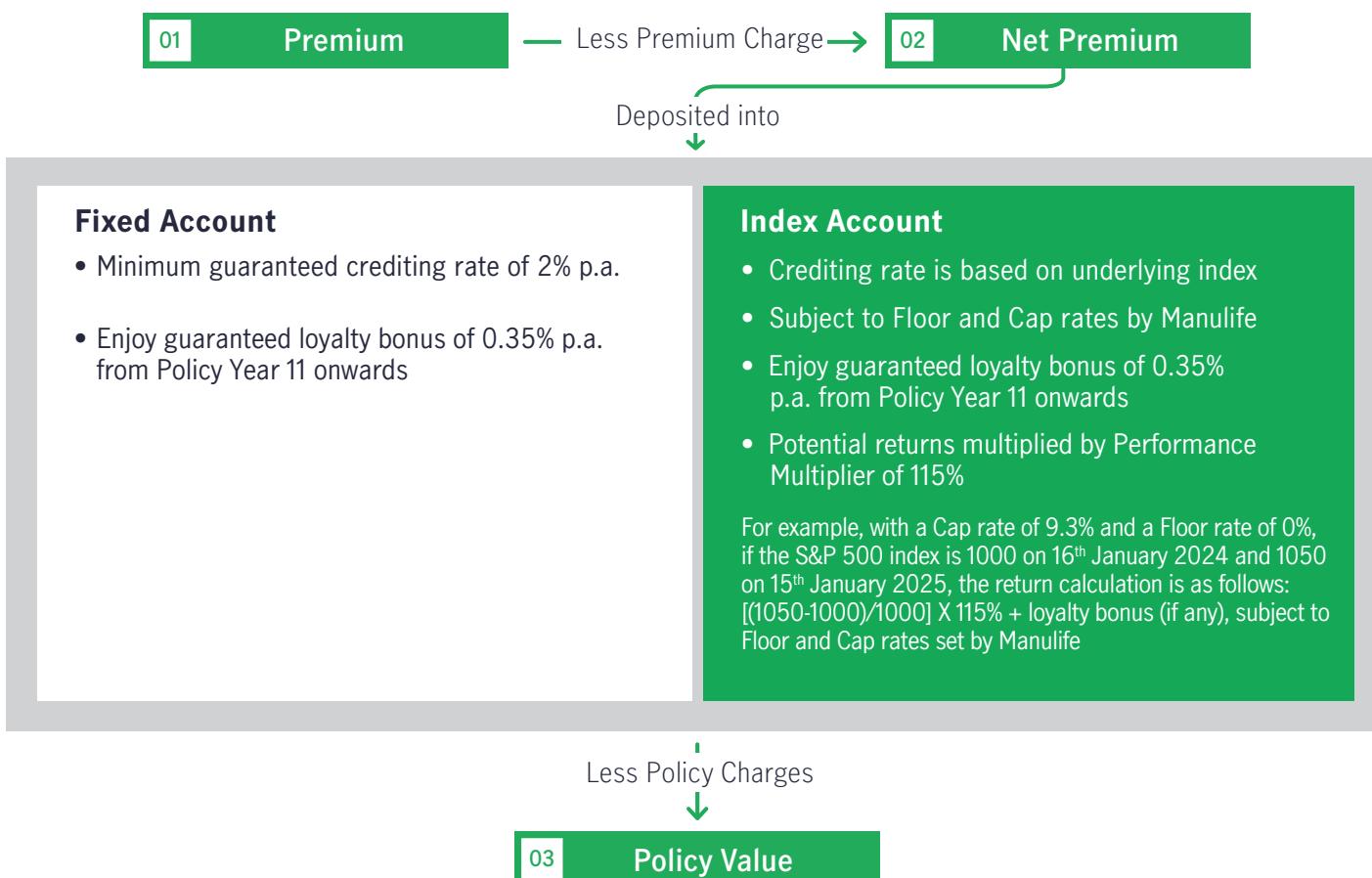
Spread out your investment



## Business Continuity (Keyman)

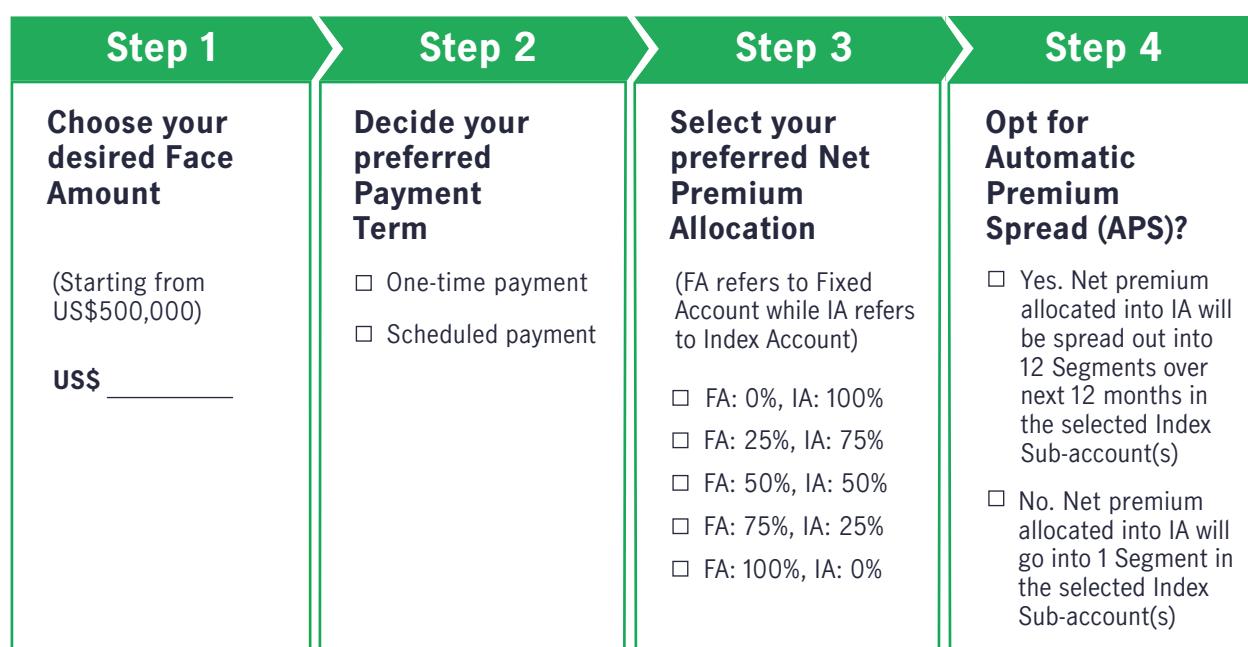
Protect your most valuable employees

# How your Signature Heirloom Indexed Universal Life Policy Value is calculated:



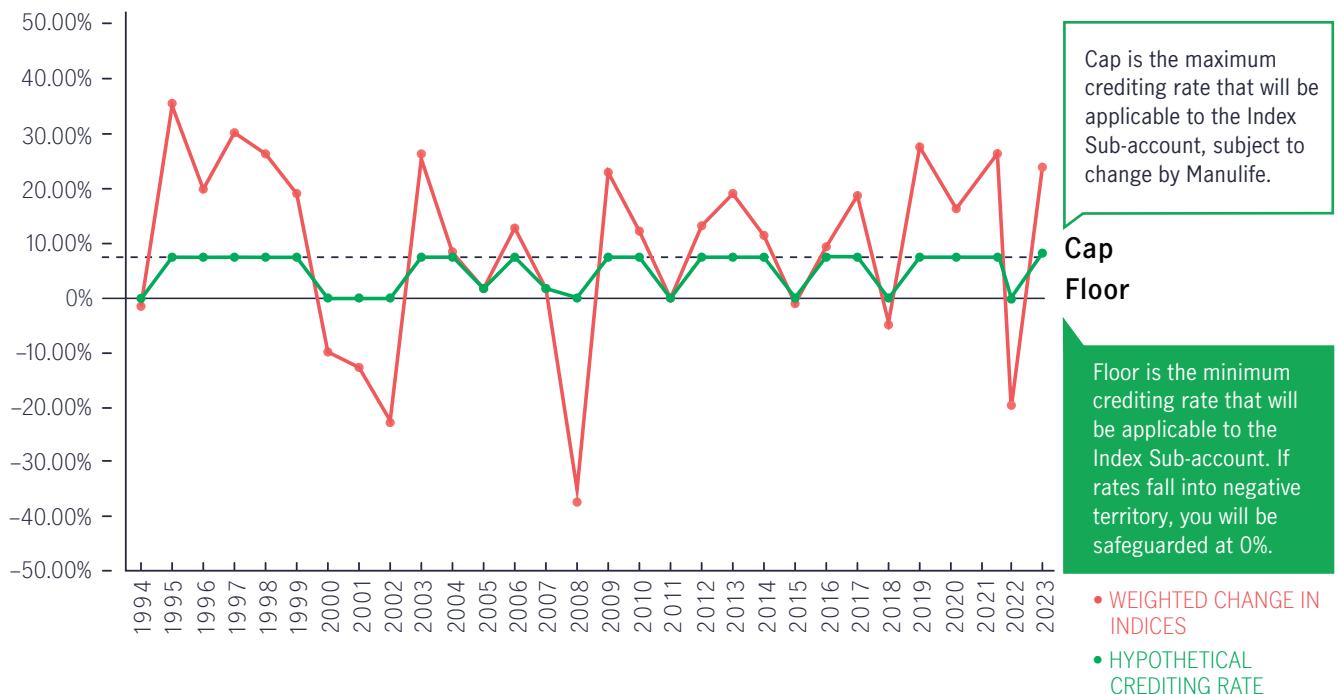
The above diagram provides a brief illustration on how Signature Heirloom Indexed Universal Life is calculated. Please refer to Product Summary for more details.

## 4 steps to build and preserve your legacy



## Protection against market fluctuations

### Hypothetical example: Index Returns and Index Sub-account Crediting Rate



This is a hypothetical example for illustration purposes only. The illustration presented is based on data prior to the inclusion of the 115% Performance Multiplier. Past performance is not a guarantee of future results. This does not reflect the performance of an actual account value. This chart does not take into consideration the Policy Charges which are deducted regardless of the policy's performance.

## Legacy Planning

Grow your wealth and distribute it according to your wishes



Mr. Lee, aged 50, wishes to pass his wealth on equitably to his children while ensuring that his retirement years are spent comfortably. He pays a single premium of US\$2 million for a death coverage of US\$10 million under Signature Heirloom Indexed Universal Life.

### Scenario 1:

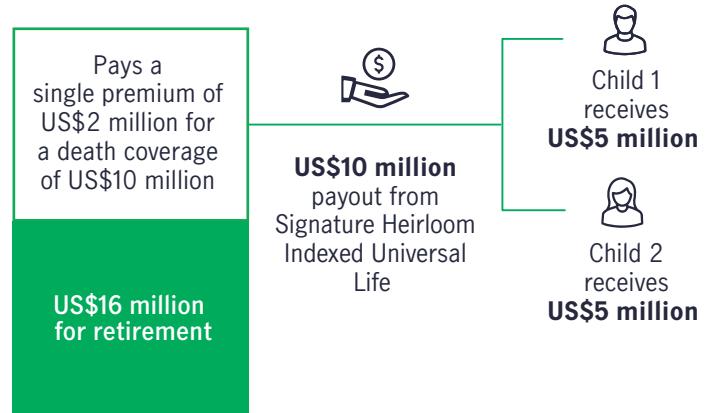
#### Without Signature Heirloom Indexed Universal Life



**Total Assets: US\$18 million**

### Scenario 2:

#### With Signature Heirloom Indexed Universal Life



**Total Estate: US\$26 million**

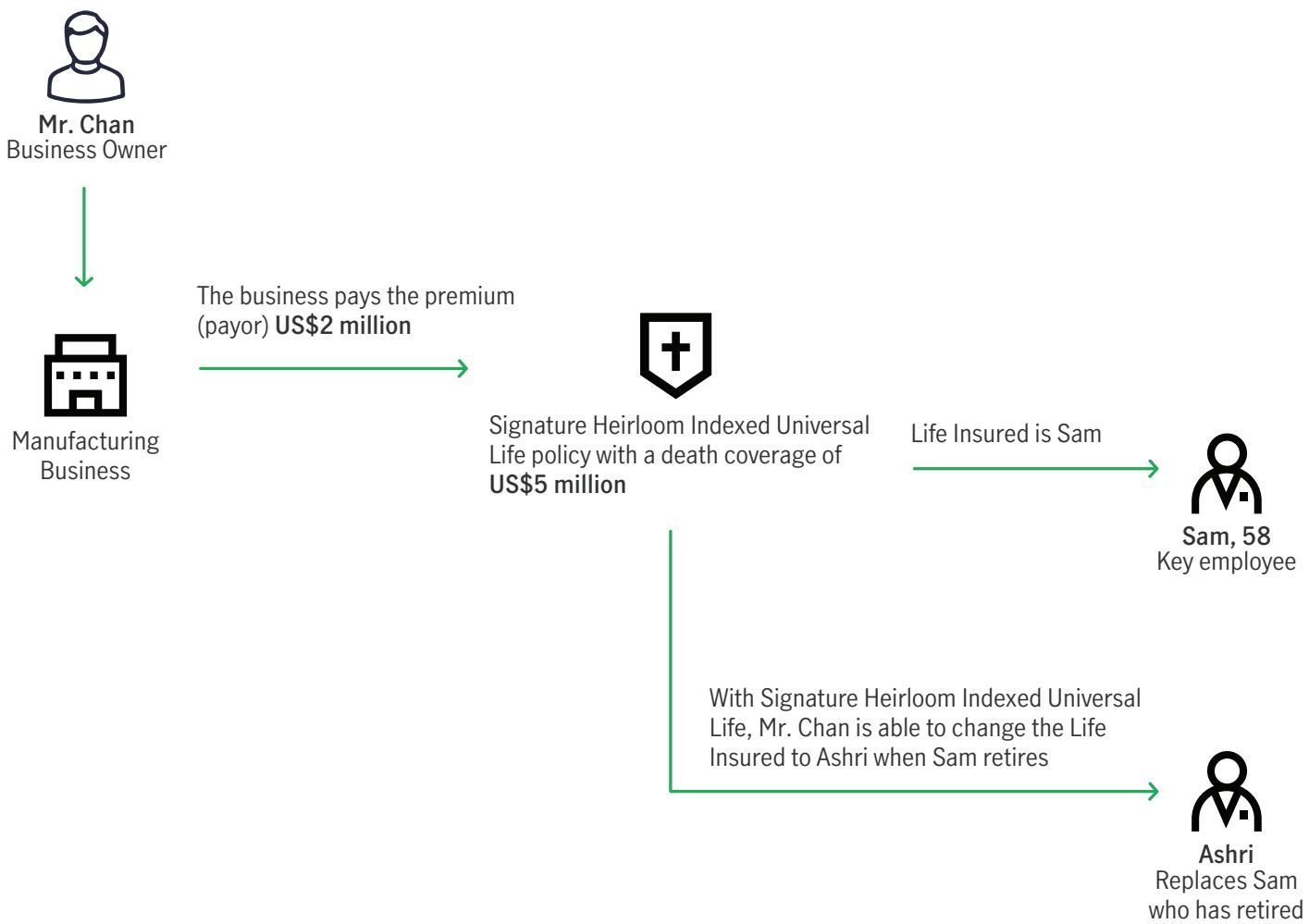
## Business Continuity

Safeguard your key employees to ensure uninterrupted business operations



Mr. Chan's employee Sam, 58, is the chief of staff of his manufacturing business. If anything happens to Sam, Mr. Chan will need time to find a replacement of suitable calibre, and his business may be affected.

As a corporate Policy Owner, his company buys a US\$2 million (subject to the applicable tax imposed by the Government of Malaysia at the prevailing rate) Signature Heirloom Indexed Universal Life policy for a death coverage of US\$5 million, with Sam as the Life Insured. After Sam retires two years later, Mr. Chan can change the Life Insured of the policy to Ashri, who will replace Sam.



### With Signature Heirloom Indexed Universal Life:

- Mr. Chan can change<sup>4</sup> the Life Insured of the policy for an unlimited number of times for his business continuity needs.
- If his insured employee leaves his company, he can also replace<sup>4</sup> the Life Insured without buying a new policy.
- The payout from the policy can also help to compensate Mr. Chan for any financial losses that his company may suffer if his key employee passes away as well as cover the cost of finding a suitable replacement for his business.

## Product Footnotes

**The actual benefits payable and coverage are not guaranteed and are dependent on the actual crediting rates (subject to the minimum guaranteed crediting rate) applied to your policy's Fixed Account and Index Account, actual Policy Charges (subject to the maximum Policy Charges) as well as the amounts of any additional premiums paid, partial withdrawals made and loans taken.**

<sup>1</sup>Death Benefit is the Face Amount of the policy or the Policy Value at the date of death, whichever is higher, less any outstanding Policy Debt. Terminal illness coverage is up to age 99.

<sup>2</sup>Crediting rate for Index Account is calculated based on the point-to-point performance of the underlying indices, excluding dividends, subject to Floor and Cap rates set by Manulife, multiplied by the Performance Multiplier of 115%, plus guaranteed loyalty bonus (if any).

<sup>3</sup>You may pay premiums of any amount at any time before age 100, within the maximum limits we set. If you have enough cash value in the policy, you may skip a premium payment or stop paying premiums entirely. You may need to pay extra premiums if the actual interest we pay you is lower than illustrated, if you take a loan, or if you make a withdrawal or the actual Policy Charges increase. The actual amount and frequency of premium payments will affect the Policy Value and potentially the Death Benefit as well as how long the policy is kept in force.

<sup>4</sup>Allowed two years after the date we issue the policy to you. Our decision to accept the New Life Insured depends on whether we can insure this New Life Insured and is subject to terms and conditions. The cost of the insurance will be based on the New Life Insured's age, gender, country of residence, underwriting class and any other ratings. For more details, please see the policy contract.

<sup>5</sup>Allowed two years after the date we issue the policy to you and before age 100. Each Account Reallocation request must be at least two years apart. You may also change the Net Premium Allocation and/or Index Account Composition, subject to our approval. For more details, please refer to the policy contract.

<sup>6</sup>Minimum Surrender Value is determined using a fixed rate of 2.00% every year, and is calculated after deduction of applicable Policy Charges and Surrender Penalty.

<sup>7</sup>Applicable to standard or preferred smoker, without any additional ratings. This quit smoking incentive allows you to benefit from standard non-smoker Policy Charges for the first three Policy Years. If, by the end of Policy Year 3, you provide us with satisfactory medical evidence that you have quit smoking for at least 12 consecutive months and the test result for urine cotinine is negative, we will reclassify your policy and use the standard non-smoker rates from then on.

## Index Disclaimers

Please refer to the Product Summary for the Index Disclaimer.

### Standard & Poor's 500 Composite Stock Price Index

The S&P 500 Index is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI"), and has been licensed for use by Manulife Insurance Labuan Limited ("MILL"). S&P®, S&P 500®, US 500, The 500, iBoxx®, iTraxx® and CDX® are trademarks of S&P Global, Inc. or its affiliates ("S&P"); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by MILL. Signature Heirloom Indexed Universal Life is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates, and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability for any errors, omissions, or interruptions of the S&P 500 Index.

## Important Notes

1. This brochure is for general information only and is not to be construed as a contract of insurance and no consideration has been given to the particular circumstances or needs of any person. The precise terms, conditions, definitions and exclusions of this plan are specified in the policy contract MILL. Terms and conditions apply.
2. Please note that a life insurance policy is a long term commitment and as such it is not advisable to hold the policy for a short period of time in view of the high initial cost. If you terminate your policy in the early years, you may get back less than the amount you have paid.
3. You should satisfy yourself that this plan will best suit your needs and you have been advised by an Authorised Financial Representative before committing to buy the plan.
4. Please be informed that there may be disadvantages and implications that will affect your life insurance if you are switching from one type of plan to another or from another insurer to a MILL plan that offers similar benefits.
5. You are given a "Free-Look Period" of 14 days to review the suitability of your newly purchased insurance plan from the receipt date of the policy contract. If you return the policy contract to MILL during this period, total premiums paid without interest (less any Policy Debt and medical examination fees which may have been incurred) will be refunded to you and this policy shall be cancelled.
6. Signature Heirloom Indexed Universal Life is underwritten by Manulife Insurance Labuan Limited (LL13865), a company licensed under the Labuan Financial Services and Securities Act 2010 (License No. IS2017173) and regulated by the Labuan Financial Services Authority.

## **Manulife Insurance Labuan Limited (LL13865)**

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(License No. IS2017173) and regulated by Labuan Financial Services Authority

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