


**FOR OFFICE USE ONLY**

Received Date:

HSBC Life Ver. 1.1

# INVESTMENT-LINKED FUND SWITCH / PREMIUM REDIRECTION FORM

**Who can complete this form?**

Policyholder or Assignee, whichever is applicable.

**To submit a request**

1. Read the "Before you proceed" section for some important reminders
2. Complete this form
3. You can submit the form through these channels: (Only an original signed form will be accepted)
  - a. By Post to: Operations Dept. HSBC Life (Singapore) Pte. Ltd., Robinson Road Post Office P.O. Box 1094, Singapore 902144
  - b. By Hand to (i) your Financial Planner or (ii) By Email via [cc.life@mail.life.hsbc.com.sg](mailto:cc.life@mail.life.hsbc.com.sg)

Policy Number			
Name of Policyholder/ Assignee/Trustee		NRIC No.	
Name of Life Assured		NRIC No.	

**1. BEFORE YOU PROCEED**

I, the Policyholder / Assignee / Trustee, hereby declare that I understand the risks/benefits of the funds that I will be switching into. I have also read the relevant fund information.

Where the form indicates "\$", it refers to the policy currency i.e. Singapore dollar or US dollar.

**2. CUSTOMER KNOWLEDGE ASSESSMENT (CKA)**

The purpose of this CKA is to assess whether you have the relevant knowledge or experience to understand the risks and features of an unlisted Specified Investment Product, such as Collective Investment Scheme (CIS) or Investment-linked Policy (ILP).  
(Please tick accordingly for ALL questions) Please note that any inaccurate or incomplete information may affect the outcome of the CKA.

<b>Educational Qualification</b>	<b>1. Do you possess any of the below stated qualifications?</b> <u>Diploma or Higher Qualification in:</u> Accountancy Actuarial Science Business / Business Administration / Business Management / Business Studies Capital Markets Commerce Economics Finance Financial Engineering Financial Planning Computational Finance Insurance	<input type="radio"/> YES  <input type="radio"/> NO

<b>Educational Qualification</b>	<p>If <b>"Yes"</b> is chosen for any of the above, please answer the following questions:</p> <p>(i). Diploma/Higher Qualification attained. (please indicate area of specialisation, if any)</p> <hr/> <p>(ii). Name of institution issuing the above qualification.</p> <hr/> <p>(iii). Period of study.</p> <hr/>	
<b>Educational Qualification</b>	<p><b>2. Do you possess any other professional finance-related qualifications?</b> For example: Chartered Financial Analyst Examination conducted by CFA Institute, USA; or Association of Chartered Certified Accountants (ACCA)</p>	<input type="checkbox"/> YES  <input type="checkbox"/> NO
	<p>If <b>"Yes"</b> is chosen for any of the above, please answer the following question:</p> <p>(i). Period of study.</p> <hr/>	
<b>Investment Experience</b>	<p><b>3. Have you ever invested in the following unlisted Specified Investment Products and transacted at least 6 times in the last 3 years in:</b> ~ Collective Investment Schemes (e.g. Unit Trusts) ~ Investment-Linked Policies</p>	<input type="checkbox"/> YES  <input type="checkbox"/> NO
	<p>If <b>"Yes"</b> is chosen from any of the above, please specify the type of transaction(s) and unlisted Specified Investment Product(s) that was made in the last 3 years:</p> <hr/> <hr/>	
<b>Work Experience</b>	<p><b>4. Do you have a minimum of 3 consecutive years of working experience in the past 10 years in the development / structuring / management / sale / trading / research / analysis of investment products or the provision of training in investment products?</b> NOTE: Work experience in accountancy, actuarial science, treasury or financial risk management activities will also be considered as relevant experience. Work experience would also include the provision of legal advice or possession of legal expertise on the relevant area.</p>	<input type="checkbox"/> YES  <input type="checkbox"/> NO
	<p>If <b>"Yes"</b> is chosen from any of the above, please indicate the area of working experience you have or had and the number of years of experience:</p> <hr/> <hr/> <hr/>	

**You are assessed to have the relevant experience and/or knowledge to purchase an Investment-Linked Policy / Unit Trusts. (Answered "YES" in at least one of the above questions)**

**You are assessed NOT to have the relevant experience and/or knowledge to purchase an Investment- Linked Policy / Unit Trusts. (Answered "NO" to ALL the above 4 questions)**

## 5. PREMIUM REDIRECTION

Premium Redirection (Please complete Sections 2, 3 and Risk Profile Questionnaire )

Redirect to target fund names or fund codes	New allocation (%)
<b>TOTAL</b>	<b>100%</b>

**Note:**

- ✓ For HSBC Life Dimensions, Inspire flexi & Inspire flexi<sup>2</sup>, Inspire FlexiSaver, Inspire FlexiProtector, HSBC Life Flexi Protector, Pulsar, Polaris, Optimus, future premium will apply to BOTH Regular Premium and Recurring Single Premium (if any).
- ✓ New allocation minimum is at least at 1% per fund.

**Note: This part is to be completed by HSBC Life Financial Planner for the recommendations (if applicable)**

Name of Financial Planner      Signature and Date

**Supervisor's Validation (Note: This part is to be completed by the Supervisor if advice was given by HSBC Life Financial Planner.)**

Agree      Do Not Agree (please provide reasons)

Name of the Supervisor      Signature and Date

## 6. CLIENT'S DECLARATION (MANDATORY)

I, \_\_\_\_\_ of NRIC No. /Passport No. \_\_\_\_\_ acknowledge that I am aware of the outcome of the CKA.



The outcome of the CKA indicated that I do not possess the relevant knowledge or experience to transact and/or invest in the relevant Unlisted Specified Investment Products. I am aware that the risk category of the selected funds needs to be aligned with my assessed risk profile. I have received advice from my Financial Planner for this transaction.

The outcome of the CKA indicated that I have relevant knowledge or experience to transact and/or invest in the relevant Unlisted Specified Investment Products. I am aware that the risk category of the selected funds needs to be aligned with my assessed risk profile. I am aware that I am entitled to receive advice from a Financial Planner from HSBC Life (Singapore) Pte. Ltd. for this transaction.

## 8. DECLARATION AND AUTHORISATION

1. I hereby declare that the information given in this fund switching form, to the best of my knowledge, is true and complete and that I have not withheld any relevant information which may affect your acceptance of my above-mentioned request(s).
2. I confirm that the decision to switch into any HSBC Life ILP sub-funds is based solely on my own judgment and I have received and understood the latest version of the Fund Information Booklet/Fund Summary (including the Product Summary, where applicable) and Product Highlights Sheet(s) provided by the Financial Planner before making a switch into any HSBC Life ILP sub-funds. I also understand that any past performance is not necessarily indicative of future performance of HSBC Life ILP sub-funds.
3. I accept and agree that If my application is received by HSBC Life by 2.00pm Monday to Friday (cut-off time excluding public holidays), the transaction will be processed on the current business day. The number of units deducted from the Original Fund shall be determined by the Unit/Bid Price established on the Valuation Day on which the transaction was processed. The number of units credited to the Other Fund shall be purchased and determined in accordance with the provisions of the Policy Contract. Transactions are irrevocable after the cut-off time.
4. I accept and agree that if I have any pending unit-linked transaction for this policy (e.g. Top-Up, Withdrawal, Fund Switch and Benefits Billing), this application will be processed on the next business day following the completed processing of the pending transaction(s).
5. I accept and agree that if there are any issues with the written inputs in this fund switching form, there will be delays to the trading as HSBC Life will seek clarification from me and/or the Financial Planner before proceeding. I accept and agree that a new form may be required if the existing form is not clear enough to be accepted by HSBC Life.
6. Declaration on US Persons
  - Due to US insurance regulatory requirements, you are not to enter the US or any territory subject to US jurisdiction at the time of considering or deciding relevant matters on the insurance product, otherwise the request effected hereunder may be void.
  - By submitting this form, you confirm that you are in compliance with US laws and regulations and other laws having extra-territorial effect:
    - you are not physically present in the US when executing the policy servicing request(s);
    - you are aware of and understand the policy servicing restrictions applicable to any and all persons residing temporarily or permanently in the US;
    - you will inform HSBC Life (Singapore) Pte. Ltd. should you decide to reside in the US either temporarily or permanently.

<b>SIGNATURE*</b>	<b>DATE</b>

*\*The signature(s) of Policyholder / Assignee / Trustee should be signed in the same manner as they appear in our records.*

POLICY NUMBER: \_\_\_\_\_

### RISK PROFILE QUESTIONNAIRE

1. What portion of your net worth would you like to set aside for investments? Please note that there is a potential for loss of your capital when investing in investment products\*.

- ☐ a) 0%
- ☐ b) Between >0% and 50%
- ☐ c) Over 50%

\* Such products could include one or more of the following: stocks, unit trusts, foreign currencies, commodities, structured investment products, warrants, options, futures, investment-linked insurance plans.

2. Generally, investing involves a trade-off between risk and return. It has been historically shown that investors who achieve high returns have experienced correspondingly high fluctuations and losses. To achieve your expected returns, which statement best describes the degree of losses you are willing to take?

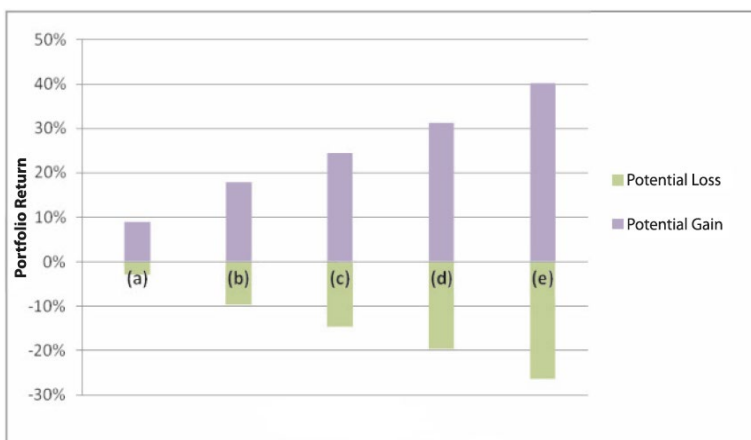
- ☐ a) I am willing to accept minimal amount of capital loss.
- ☐ b) I am willing to accept moderate capital loss.
- ☐ c) I am willing to accept high capital loss.

3. Overall, which of the following best describes your investment objective?

- ☐ a) Capital Preservation
- ☐ b) A regular stream of stable income
- ☐ c) A combination of income and capital growth
- ☐ d) Achieve substantial long-term capital growth
- ☐ e) High capital appreciation

4. The following answer options are descriptions of 5 sample portfolios and their potential\* portfolio gain and loss outcomes over a short time horizon (i.e. 1 year). Which of the sample portfolio would be most attractive to you?

*Note: Investments carrying a higher risk come with the potential of achieving more gains, but also a higher possibility of incurring considerable losses.*



- ☐ a) Portfolio (a) - I am willing to accept a potential loss of up to 3% for up to 9% upside.
- ☐ b) Portfolio (b) - I am willing to accept a potential loss of 10% for up to 18% upside.

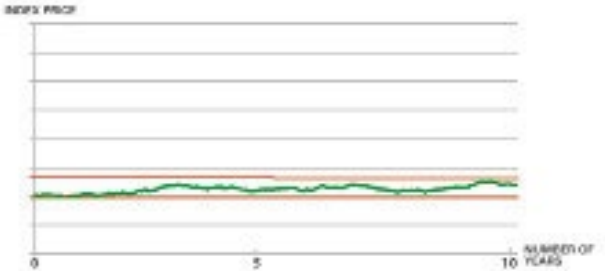
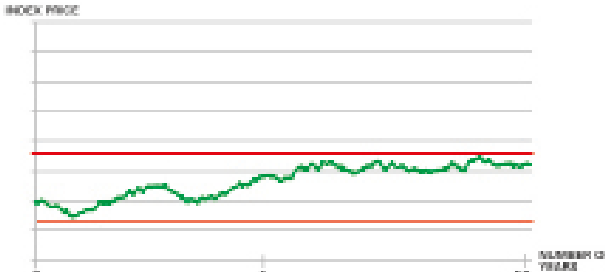

- ☐ c) Portfolio (c) - I am willing to accept a potential loss of 15% for up to 25% upside.
- ☐ d) Portfolio (d) - I am willing to accept a potential loss of 20% for up to 31% upside.
- ☐ e) Portfolio (e) - I am willing to accept a potential loss of 27% for up to 40% upside.



*\* Potential portfolio gain/loss values are for illustrative purposes. Clients should not rely on such figures to be indicative of their portfolio gain/loss with the bank.*

**5. What will you do with your investments if the value drops over a period of time due to market fluctuations?**

- ☐ a) I do not wish to hold on to any investments at a loss and will sell the investments immediately even if the drop in value is small.
- ☐ b) I will sell the investments if the drop in value is large.
- ☐ c) I will sell some of the investments if the drop in value is large and wait for the remaining investments to recover in value.
- ☐ d) I will not sell the investments, regardless of the drop in value, as I would like to wait for the investment to recover in value.
- ☐ e) I will not sell the investments, regardless of the drop in value, and will buy more to capitalize on the cheaper price.

**6. Generally, higher returns are coupled with higher risks and fluctuations. The following answer options describe the level of fluctuations in the value of 5 different investment portfolios over a long period of time, e.g. 10 years. Which would you be most comfortable investing in?**

<input type="checkbox"/> a. Portfolio (a) – The value may have limited fluctuation of 5% in both directions, with the potential for small gains and losses.	 <p>The graph shows a flat line with very small fluctuations, indicating low risk and low return. The y-axis is labeled 'INDEX PRICE' and the x-axis is labeled 'NUMBER OF YEARS' with markers at 0, 5, and 10.</p>
<input type="checkbox"/> b. Portfolio (b) – The value may have more fluctuation of 10% in both directions, with the potential for more gains and losses.	 <p>The graph shows a line with moderate fluctuations, indicating medium risk and medium return. The y-axis is labeled 'INDEX PRICE' and the x-axis is labeled 'NUMBER OF YEARS' with markers at 0, 5, and 10.</p>
<input type="checkbox"/> c. Portfolio (c) – The value may have moderate fluctuation of 15% in both directions, with the potential for moderate gains and losses.	 <p>The graph shows a line with significant fluctuations and an overall upward trend, indicating high risk and high return. The y-axis is labeled 'INDEX PRICE' and the x-axis is labeled 'NUMBER OF YEARS' with markers at 0, 5, and 10.</p>

<input type="checkbox"/> d. Portfolio (d) – The value may have considerable fluctuation of 20% in both directions, with the potential for greater gains and losses.	
<input type="checkbox"/> e. Portfolio (e) – The value may have extensive fluctuation of over 20% in both directions, with the potential for substantial gains and losses.	

### Your risk tolerance

The following chart indicates the Risk Tolerance a typical investor is expected to have based on the overall scores determined from your responses to the questions above.

Score	Risk tolerance	Definition
Knockout	SECURE (0)	<ul style="list-style-type: none"> <li>You generally do not want to take any investment risk, since you can accept no investment loss.</li> <li>Financial products with an investment element are not suitable for you.</li> <li>Products that are potentially suitable for you are likely to produce returns that are based on prevailing interest rates which may or may not keep pace with inflation.</li> </ul>
0-6	VERY CAUTIOUS (1)	<ul style="list-style-type: none"> <li>You are generally comfortable with achieving minimal level of return potential on your investment coupled with minimal risks.</li> <li>Capital values of products that are potentially suitable for you can fluctuate and may fall below your original investment. In normal market conditions fluctuation is expected to be minimal (although this is not guaranteed), and you are comfortable with this level of fluctuation.</li> <li>Investment products with risk rating 1 are likely to be suitable for you.</li> </ul>
7 - 13	CAUTIOUS (2)	<ul style="list-style-type: none"> <li>You are generally comfortable with achieving a low level of return potential on your investment coupled with a low level of risk.</li> <li>Capital values of products that are potentially suitable for you can fluctuate and may fall below your original investment. In normal market conditions fluctuation is expected to be low (although this is not guaranteed), and you are comfortable with this level of fluctuation.</li> <li>Investment products with risk rating 2 or below are likely to be suitable for you.</li> </ul>
14-23	BALANCED (3)	<ul style="list-style-type: none"> <li>You are generally comfortable with achieving a moderate level of return potential on your investment coupled with a moderate level of risk.</li> <li>Capital values can fluctuate and may fall below your original investment. Fluctuation is expected to be higher than products that are suitable for investors in lower risk tolerance categories, but not as much as for higher risk tolerance categories.</li> <li>Investment products with risk rating 3 or below are likely to be suitable for you.</li> </ul>



24-32	ADVENTUROUS (4)	<ul style="list-style-type: none"> <li>You are generally comfortable with achieving a high level of return potential on your investment coupled with high level of risk.</li> <li>Capital values can fluctuate significantly and may fall quite substantially below your original investment. You understand the risk/reward equation and are comfortable with this level of fluctuation.</li> <li>Investment products with risk rating 4 or below are likely to be suitable for you.</li> </ul>
>=33	SPECULATIVE (5)	<ul style="list-style-type: none"> <li>You are generally comfortable with maximising your return potential on investment coupled with maximized risk.</li> <li>Capital values can fluctuate widely and may fall substantially below your original investment. You understand the risk/reward equation and are comfortable with this level of fluctuation.</li> <li>Investment products with risk rating 5 or below are likely to be suitable for you.</li> </ul>

- Use the total score above to indicate your and your spouse's risk profile.
- Tick the appropriate box on the right.

Risk profile score	Risk profile	Yourself	Spouse
Knockout	SECURE (0)	<input type="checkbox"/>	<input type="checkbox"/>
0-6	VERY CAUTIOUS (1)	<input type="checkbox"/>	<input type="checkbox"/>
7-13	CAUTIOUS (2)	<input type="checkbox"/>	<input type="checkbox"/>
14-23	BALANCED (3)	<input type="checkbox"/>	<input type="checkbox"/>
24-32	ADVENTUROUS (4)	<input type="checkbox"/>	<input type="checkbox"/>
>=33	SPECULATIVE (5)	<input type="checkbox"/>	<input type="checkbox"/>

- If, according to the customer knowledge assessment, you are not considered to have the knowledge or experience needed, you must keep to your risk profile.
- If you have passed CKA and disagree with this conclusion, you may indicate your preferred Risk Tolerance that you believe is more accurate than your last one.

	You	Spouse
If you are considered to have the knowledge or experience needed and would like to change your risk profile, which risk profile do you prefer?		

### Declaration

- ☐ I/we confirm that my/our Risk Tolerance is correctly stated above and that the information I/we have supplied is correct. I/we confirm that I/we were reminded and are aware that I/we should have adequate liquid funds to meet unforeseen events.

### Disclaimer

This questionnaire is provided by HSBC Life (Singapore) Pte. Ltd. ("HSBC"). The results of this questionnaire are derived from information that you have provided to the company, and only serve as a reference for your consideration when making your own investment decisions. This questionnaire and the results are not an offer to sell or a solicitation for an offer to buy any financial products and services and they should not be considered as investment advice. HSBC accepts no responsibility or liability as to the accuracy or completeness of the information given. Personal information collected in this questionnaire will be kept confidential by HSBC. The information may be used by HSBC or any HSBC Group entity under a duty of confidentiality to HSBC, for designing and/or marketing of financial products and services.

Signature of Policyholder

Date