

**Manulife and Alliance Bank join forces to bring state-of-the-art global investment capability to investors with the new “Elite Global Select Plan”**

**KUALA LUMPUR** – Manulife Insurance Berhad (Manulife Insurance) and Alliance Bank Malaysia Berhad (Alliance Bank) today jointly launched an investment-linked plan that allows Malaysian investors to access multiple asset classes across Asia, Europe and the United States. The **Elite Global Select Plan** will be distributed exclusively through Alliance Bank and the fund into which the plan invests is managed by Manulife Asset Management Services Berhad.

**Elite Global Select Plan** (EGSP), aims to deliver a regular income stream with the potential for capital growth through the Manulife Global Select Fund (the Fund). The Fund draws on a dynamic tactical asset allocation strategy – an active fund management technique designed to take advantage of changing market conditions across geographies and asset classes to drive potentially higher risk-adjusted returns while also mitigating downside risk.

At the launch of EGSP, Chief Executive Officer of Manulife Insurance, Mr. George Chew said “Through the **Elite Global Select Plan**, we offer the benefits of a diversified global, multi-asset portfolio and active fund management where the asset mix is adjusted to take advantage of opportunities as soon as they arise. We’re pleased to be able to offer this plan and customers can visit Alliance Bank branches where this solution is offered”

The EGSP seeks to offer a payout of 5.5 sen per unit per annum for the first five years and a variable return for the next five years of its 10-year tenure. This 10-year close-ended single premium investment-linked plan also offers life protection, covering death and total and permanent disability. Its launch is timely, as Manulife Asset Management recently developed a metric called “Bona Fide Real Returns,” which calculates the effects of inflation, income tax and credit risk on bank deposit rates[1]. Bona Fide Real Returns for Malaysian Fixed Deposits stand at approximately 0.6% per annum[2], underscoring the fact that investors need to consider other investment instruments.

Mr. Mark O’Dell, Group Chief Executive Officer of Manulife Holdings Berhad added “We are pleased to have such a strong bancassurance partner who shares the same belief in offering forward-thinking financial solutions to customers. The **Elite Global Select Plan** is a great example of how Manulife and Alliance Bank aim to help Malaysian investors benefit from potentially higher yielding products. It also complements the suite of protection, investment and savings solutions which we have developed with Alliance Bank since entering our bancassurance partnership last year.”

Speaking at the same event, Mr. Sng Seow Wah, Group Chief Executive Officer of Alliance Bank Malaysia Berhad, said: “**Elite Global Select Plan** is one of the many products that we are introducing through our partners to ensure that our customers have access to products that are relevant to their financial planning. Investors have expressed their keen interest to diversify their wealth on the global platform, in line with their growing maturity and affluence. We believe that the **Elite Global Select Plan** will appeal to many, and result in encouraging take-up.”

Ricky Chau, portfolio manager, Asset Allocation, Asia for Manulife Asset Management said: “Prospects for growth can vary greatly by geographical region as countries move through different phases of economic cycles, yet maintaining a good degree of diversification is important from a risk management perspective. Through a customized dynamic tactical asset allocation strategy, investment is made across different geographical regions without a concentration in any single country, sector, or industry. At the same time, the relative weighting of these investments is actively adjusted from time to time according to our assessment of market conditions and the value that different asset types present with an aim to deliver potentially superior risk-adjusted returns for the portfolio.”

Ricky Chau is a member of Manulife Asset Management’s Portfolio Solutions Group, which has over 20 dedicated asset allocation portfolio management specialists globally and develops tailored multi-asset investment products to meet defined risk/return profiles.

Ricky added: “Our Portfolio Solutions Group is responsible for asset allocation portfolio management globally and currently has US\$112 billion in assets under management. We are now among the top-five multi-assets managers in the US. Through the **Elite Global Select Plan** we are able to bring this capability to local investors in Malaysia.”

Notes:

#### **Facts about the Elite Global Select Plan**

- A 10-year close-ended single premium investment-linked insurance plan
- Minimum investment is RM 20,000
- Aims to provides regular income\* :-
- Quarterly fixed payout of 5.50 sen per unit per annum for the first 5 years
- Annual variable payout for year 6 to policy maturity at year 10
- Provides Death and Total and Permanent Disability coverage
- No exit fee
- Invests at least 90% of its Net Asset Value (NAV) in the Manulife Global Select Fund (the Fund) managed by Manulife Asset Management Services Berhad
- The Fund will in turn invest into Manulife Investment Trust – Global Asset Allocation Fund managed by Manulife Asset Management Hong Kong
- Maintains up to a maximum of 10% of its NAV in liquid assets.
- Please refer to the product brochure for details.

\*Terms and conditions apply

For more information on the plan, please visit [www.manulife.com.my](http://www.manulife.com.my), <http://www.alliancebank.com.my>, or visit any Alliance Bank Malaysia Berhad branch nationwide.

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