



## Signature Heirloom (III)

Creating legacies  
beyond your generation

Signature series





## Leave a long lasting legacy

You have achieved many successes in life, and perhaps your next milestone is to leave a successful legacy for your loved ones. What you built should last beyond your generation.

Enhance your legacy with Signature Heirloom (III), a universal life insurance plan denominated in US dollars. It offers the benefits of high insurance coverage and cash value accumulation.

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

We provide Parental Guarantee for your Signature Heirloom (III) 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 group. For more than 100 years, we have been providing financial advice, insurance, as well as wealth and asset management solutions for individuals, groups and institution.

We have more than 34,000 employees, over 82,000 agents, and thousands of distribution partners, serving almost 28 million customers\*. We have US\$877 billion in total assets under management and administration^.

Our principal operations are in Asia, Canada and the United States. We operate as John Hancock in the United States and Manulife elsewhere. In Malaysia, we have over 50 years of experience in providing insurance, retirement, wealth management and high net worth solutions to our customers.

\* as of 2018

^ as of 30 June 2019

# 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:\*  
S&P: AA- | Moody's: A1 | Fitch: AA-

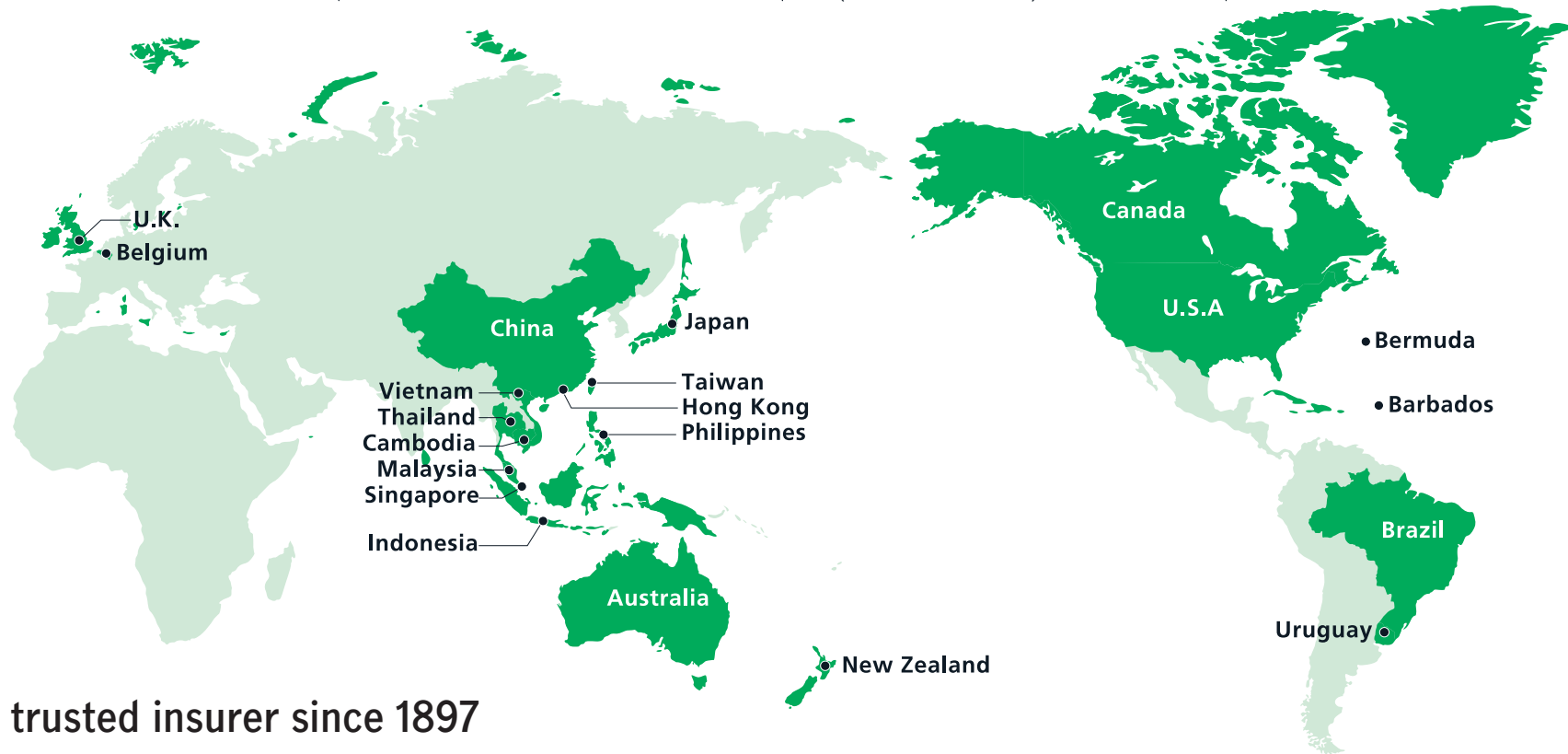
\*Ratings apply to the main life operating companies of Manulife Financial Corporation as of 30 June 2019

Established since  
**1887**

Global headquarters in  
**Toronto**

**US\$877 billion**  
in total assets worldwide  
(as of 30 June 2019)

**Almost 28 million**  
customers worldwide (as of 2018)



## Asia's trusted insurer since 1897

Operating in  
**12 Asian markets**

Established in Malaysia since  
**1963**

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

Over **RM11 billion**  
in assets under management  
(as of 30 June 2019) for MHB

Key features at a glance:



Coverage for death<sup>1</sup>



Transparency in cost of insurance charges

Capped at 110% of current rates



Guaranteed minimum crediting interest

1.50% p.a.



Benefit from lower face amount charges

Applicable for policies with face amount  $\geq$  US\$10 million



Quit Smoking Incentive<sup>2</sup>

Benefit from standard non-smoker policy charges if you want to quit smoking



6 Underwriting risk classes

Enjoy lower policy charges if you qualify for a preferential risk class



### **Additional guaranteed loyalty bonus<sup>3</sup> crediting interest**

Enjoy an additional guaranteed loyalty bonus of 0.20% p.a. from policy year 11 to 20, and 0.25% p.a. from policy year 21 onwards.

A bespoke solution that continues to be flexible throughout your policy term.



### Flexible premium payments<sup>4</sup>

Choose when to make a payment and how much to pay within pre-set limits



### Free partial withdrawals<sup>5</sup>

Allowed without incurring surrender penalties or reducing the face amount



### Flexible changes<sup>6</sup> to your life insured

Unlimited changes if policy owner is a corporation and allowed twice if policy owner is an individual



## A sound legacy for your next generation and your business.

Signature Heirloom (III) helps you to plan two steps ahead for any of your following needs:



### Legacy Planning

Distribute your wealth according to your wishes



### Portfolio Diversification

Spread out your investment



### Estate Liquidity

Helps you divide your estate equally



### Business Continuity

Protect your most valuable employee



# Legacy Planning

Enhance your wealth and distribute it according to your wishes

## Illustration

Mr. Daniel, 50, wants to pass down his wealth fairly to his children while ensuring that he has adequate retirement funds.  
Mr. Daniel pays a single premium of US\$350,000 for US\$1 million of death coverage under Signature Heirloom (III).

## Scenario 1

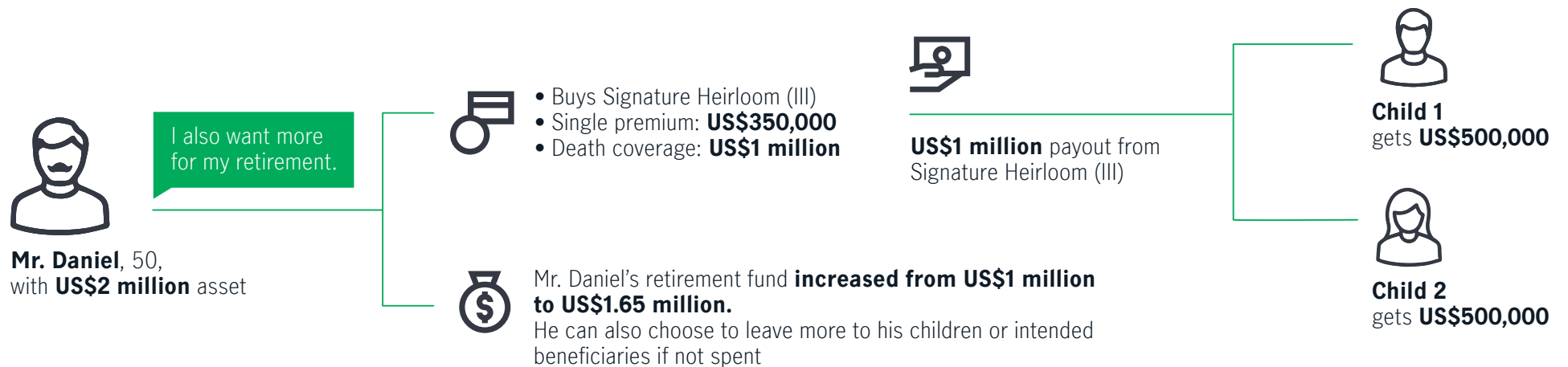
### Without Signature Heirloom (III)



## Scenario 2

### With Signature Heirloom (III)

The value of his estate increases to US\$2.65 million. While having more for his retirement, the value of Mr. Daniel's estate is also protected for legacy planning.





## Estate Liquidity

Provides you with the liquidity to divide your estate equally without affecting business

### Illustration

Mr. Adam, 55, wants to pass his wealth on fairly to his children, while making sure that his child takes over his business and receives enough resources to continue growing the business after his death. He pays a total of US\$2 million over five years for US\$5 million of death coverage under Signature Heirloom (III).

## Scenario 1

### Without Signature Heirloom (III)



Mr. Adam, 55,  
Businessman

He has **US\$12 million** asset consisting of

- Business: **US\$5 million**
- Fixed asset: **US\$5 million**
- Cash: **US\$2 million**



Child 1  
eldest



Child 2



Child 3  
youngest

Without selling part of his business, Mr. Adam is unable to ensure that his estate will be distributed equally among his 3 children upon his passing.

## Scenario 2

### With Signature Heirloom (III)

Mr. Adam is able to grow and increase his estate liquidity to share his assets fairly among his 3 children while keeping his business intact.



Mr. Adam, 55,  
Businessman



- Buys Signature Heirloom (III)
- Pays **US\$2 million** over 5 years
- Death coverage: **US\$5 million**



- The value of his estate increased to **US\$15 million** consisting of
- Business: **US\$5 million**
  - Fixed asset: **US\$5 million**
  - Payout from Signature Heirloom (III) upon his passing: **US\$5 million**



Child 1 gets **US\$5 million** fixed assets



Child 2 gets **US\$5 million** of Mr. Adam's business



Child 3 gets **US\$5 million** payout from Signature Heirloom (III)

Mr. Adam ensures his estate is transferred fairly to the next generation

- The above is only a guide based on our assumption that all factors including charges and interest rate remain the same after we issue the policy. The actual outcome depends on Mr. Adam's Will.

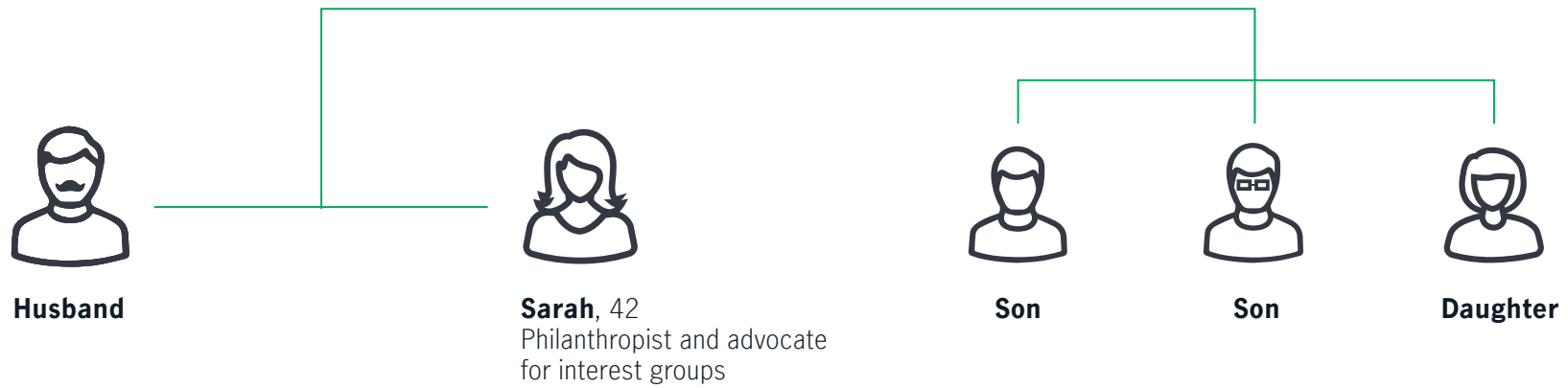


# Portfolio Diversification

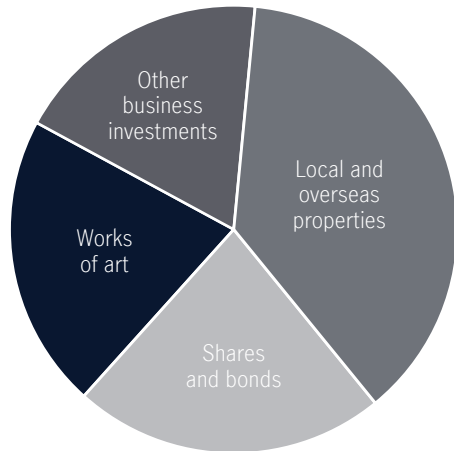
Helps you spread out your investment and achieve the right balance in your portfolio

## Illustration

Sarah inherited her wealth from her family. Their assets include local and overseas properties, shares and bonds, as well as investments in various businesses. Sarah is also an avid collector of works of art, fine jewellery and antiques. She decides to use Signature Heirloom (III) as a financial tool to help spread out her portfolio.



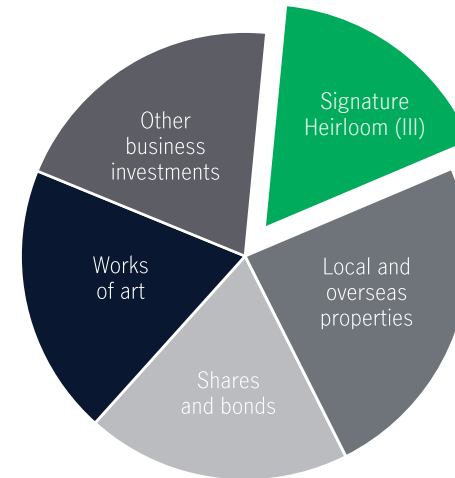
Sarah's family's wealth portfolio



Greater spread of assets with Signature Heirloom (III)



Signature Heirloom (III) helps spread out her portfolio



With Signature Heirloom (III)

- Diversifies Sarah's overall portfolio risk and complements her other assets such as shares and properties that are easily affected by volatile market conditions.
- Offers death benefit<sup>1</sup> protection and estate liquidity for more equitable distribution to her loved ones.



# Business Continuity

Protection for your valuable employees to ensure your business continuity

## Illustration

Mr. Adam's employee Mark, 57, has valuable business contacts. If anything happens to Mark, Mr. Adam will need time to find a suitable replacement and his business may be negatively affected. As a corporate policy owner, his company buys a US\$1.5 million Signature Heirloom (III) policy for US\$5 million of death cover, with Mark as the life insured. After Mark retires three years later, Mr. Adam can change the life insured of the policy to John, who will replace Mark.





**Mr. Adam**  
Business Owner



Successful Business

The business pays  
the premiums (payor)



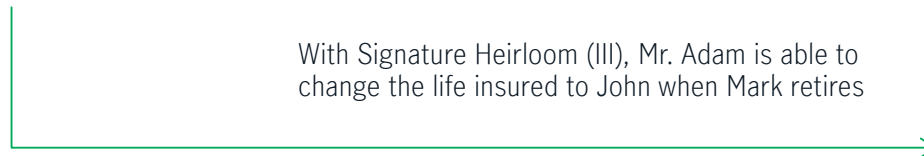
Signature Heirloom (III)  
policy with **US\$5 million**  
of death coverage

Life insured is Mark



**Mark, 57**  
Key employee

With Signature Heirloom (III), Mr. Adam is able to  
change the life insured to John when Mark retires



**John**  
Replaces Mark  
who has retired

With Signature Heirloom (III)

- Mr. Adam can change<sup>6</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 change<sup>6</sup> the life insured without buying a new policy.
- The payout from the policy can also help to compensate Mr. Adam for any financial losses that his company may suffer if his key employee dies as well as cover the cost of finding a suitable replacement for his business.

## Product Footnotes

1. 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.
2. 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 months in a row and passed a urine test, we will reclassify your policy and use the standard non-smoker rates from then on.
3. Starts from policy year 11 and ends immediately before the policy anniversary after the life insured's 100th birthday.
4. 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 entirely. You may need to pay extra premiums if the actual interest we pay you is lower than shown, if you take a loan, if you make a withdrawal or the actual charges are higher. 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. The premium may be subject to taxes introduced by the Government of Malaysia from time to time.
5. On the condition that the withdrawals made from 11th policy anniversary onwards and the total withdrawal amount in a particular policy year does not exceed 5% of the policy value at the previous anniversary after monthly deductions.
6. 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.

## 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 issued by Manulife Insurance Labuan Limited (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 (III) 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 Labuan Financial Services Authority.






Leaving a lasting legacy for your loved ones  
starts with the right plan.

**Manulife Insurance Labuan Limited**

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