
GLOSSARY OF TECHNICAL TERMS

This glossary contains explanations and definitions of certain technical terms used in this prospectus in connection with our Group and our business. The terms and their meanings may not correspond to standard industry meanings or usage of these terms.

“authorised insurer(s)”	company(ies) that provides insurance products including long term insurance and general insurance products schemes in Hong Kong
“CAGR”	the acronym for compound annual growth rate, being the annual growth rate computed on a compound basis
“CFP”	the acronym for CERTIFIED FINANCIAL PLANNER ^{CM} , a designation awarded by Certified Financial Planner Board of Standards Inc., which is a professional regulatory organisation to foster professional standards in personal financial planning so that the public values, has access to and benefits from competent and ethical financial planning
“CPD”	the acronym for Continuing Professional Development
“endowment”	a policy that the payment of the face amount at the end of a specific term or upon earlier death and if the insured survive the term, the policy is said to mature
“GDP”	the acronym for gross domestic product
“general insurance”	insurance other than long term insurance
“IIQAS”	the acronym for Insurance Intermediaries Quality Assurance Scheme
“ILAS”	the acronym for Investment-linked Assurance Scheme, an insurance policy of the “linked long term” class as defined in First Schedule, Part 2 of the ICO
“increasing death benefit”	the death benefit which will be the value of the units accumulated in the policyholder’s account, at the date of death, plus the chosen death cover
“level death benefit”	the death benefit which will be the higher of the value of units accumulated in the policyholder’s account, at the date of death or chosen death cover
“linked long term”	an insurance policy that effecting and carrying out contracts of insurance on human life or contracts to pay annuities on human life where the benefit are wholly or partly to be determined by reference to the value of, or the income from, property of any description (whether or not specified in the contracts) or by reference to fluctuations in, in an index of, the value of property of any description (whether or not so specified)

GLOSSARY OF TECHNICAL TERMS

“long term insurance”	one of the two major classes of insurance business as per the ICO, and the dominant categories within this class concern life insurance contracts which are normally not annual contracts, but last for a number of years
“Lump-sum ILAS”	one type of ILAS, of which the premium is contributed by one lump sum at the beginning of the term of ILAS
“m ² ”	square meters
“office premiums”	in relation to a financial year of an insurer, means: (i) for policies with single mode of payment, the premiums paid by the policyholders during the financial year; or (ii) for policies with regular mode of payment, the annualised premiums of the policies at the valuation date or the flexible premium paid by the policyholders during the financial year.
“Regular-savings ILAS”	one type of ILAS, of which the premium is contributed on a regular basis during the terms of ILAS
“sq.ft.”	square feet
“whole-life”	a policy designed to last the whole of one’s life and the face amount is paid on death (and not before), whenever that occurs