

HSBC's Life Insurance Products with Product Risk Rating - (Nov 2022)

This document provides the HSBC Product Risk Rating for all life insurance products (HPRR-LI) distributed by The Hongkong and Shanghai Banking Corporation Limited, India, incorporated in Hong Kong SAR with limited liability and having its India corporate office at 52/60 Mahatma Gandhi Road, Fort, Mumbai - 400 001 (HSBC India). HPRR-LI is an internal risk score for each life insurance product and its underlying funds (if any) which is arrived at by taking into account several risk factors including but not limited to volatility equity component in the underlying fund. The list of products distributed by HSBC India, (along with underlying funds, if any)), and their respective HPRR-LI is appended below.

Internally, the HPRR-LI is mapped to the customer's risk profile in an attempt to chart product suitability to each customer's risk profile. The customer's risk profile is established when the Risk Profile Questionnaire (RPO) is completed by the customer. Customers are requested to check product appropriateness (based on HPRR-LI) with their individual risk profile (based on RPO), as per the classification in the appended table, before purchasing a life insurance product. This document is updated on a regular basis and is made available on the website of HSBC India, www.hsbc.co.in. It is recommended that each customer refers to the latest HSBC Product Risk Rating (HPRR-LI) document prior to purchasing any life insurance policy distributed by HSBC India.

Any customer who has not yet established their risk profile by completing the RPO may contact their relationship manager or visit the nearest branch of HSBC India to do the needful. The RPO includes questions that provide some indication of the risk tolerance of a customer, displaying the customer's personal investment characteristics. It may not match the respective customer's actual attitude toward investment risk, but may indicate the profile that the customer may fit into.

The appended table reflects the HPRR-LI matrix, mapping the HPRR-LI to the customer's risk profile. For e.g. if the customer risk profile is "Cautious" then the products risk categories appropriate for the customer are 'P1' and 'P2'. In this case the products 'P3', 'P4' and 'P5' are not appropriate to customer's risk profile. Similarly, if a customer is, say, 'Aggressive', then products with risk rating 'P1', 'P2', 'P3' and 'P4' are appropriate while 'P5' is not appropriate.

Customer's Risk Profile - Product Risk Rating matrix

Customer's Risk Profile/Product Risk Rating	P1	P2	P3	P4	P5
	The risk matrix demonstrates risk to the customer, where P1 refers low risk and P5 refers to high risk and others are graded in between.				
Secure	Not appropriate				
Very Cautious	Appropriate	Not appropriate			
Cautious	Appropriate		Not appropriate		
Balanced	Appropriate			Not appropriate	
Aggressive	Appropriate				Not appropriate
Very Aggressive	Appropriate				

HSBC Product Risk Rating for Life Insurance Products

Insurance Product Name	Underlying Funds (Fund Level Risk Rating)	Rating
Insure Smart Plan	Equity II (P4) Growth Plus (P4) India Multicap Equity (P4) Balanced Plus (P3) Debt Plus (P2) Liquid (P1)	NA
Alpha Wealth Regular/Limited/Single Pay	Large Cap Advantage (P4) Emerging Leaders Equity (P5) India MultiCap Equity (P4) Equity II (P4) Growth Plus (P4) Balanced Plus (P3) Debt (P2) Liquid (P1)	NA
Flexi Edge Plan	NA	P1
iSelect Guaranteed Plan	NA	P1
Guaranteed One Pay Advantage Plan	NA	P1
Smart Future Income Plan	NA	P1
Pension 4Life	NA	NA
Smart Junior Plan	NA	P1

Smart Guaranteed Pension	NA	NA
iSelect Smart 360 Term Plan	NA	NA
Health First Plan	NA	NA

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- HPRR-LI is an internal classification by HSBC India and does not represent the insurance company's risk rating of their products or underlying funds.
- Insurance is the subject matter of solicitation.
- In unit linked insurance policies, the investment risk in investment portfolio is borne by the customer/policyholder
- The insurance products are offered and underwritten by Canara HSBC Oriental Bank of Commerce Life Insurance Company Limited, 2nd Floor, Orchid Business Park, 139 P, Sector 44, Gurgaon - 122003, Haryana, India. (License no. 136.) HSBC India, IRDAI registraion no. CA0016, is the Corporate Agent of Canara HSBC Oriental Bank of Commerce Life Insurance Company Limited and does not underwrite the risk or act as an insurer
- For more details on risk factors, please read insurance sales brochure, sales illustration and product key Features Document (KFD) carefully, before purchasing an insurance policy

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