

POLICY
REVERSE
MORTGAGE
PROGRAMME
Information
Pack



Policy Reverse Mortgage
Enriches Your Retired Life



香港按揭證券有限公司
The Hong Kong Mortgage Corporation Limited



投委會 理財教育獎
IFEC FINANCIAL EDUCATION
CHAMPION 2021

INTRODUCTION

The Policy Reverse Mortgage Programme is operated by HKMC Insurance Limited (HKMCI), a wholly-owned subsidiary of The Hong Kong Mortgage Corporation Limited (HKMC), for people who are aged 60 or above to apply for policy reverse mortgage loans.

The purpose of this Information Pack is to provide a general understanding of policy reverse mortgage. The information contained in this Information Pack is not comprehensive. If you wish to apply for a policy reverse mortgage loan, you should obtain further detailed information from a bank.



WHAT IS A POLICY REVERSE MORTGAGE?

Policy reverse mortgage is a loan arrangement. It enables you to use your life insurance policy as collateral to borrow from a lender. You can opt to receive monthly payouts either over a fixed period of 10, 15 or 20 years or throughout your entire life (until the maturity of your life insurance policy), and you may also borrow lump-sum payouts for specific purposes when needed.

In general, you do not need to repay your policy reverse mortgage loan during your lifetime, unless your policy reverse mortgage loan is terminated under certain specified circumstances.

There is no limit on the number of policy reverse mortgage loans to be taken out by a borrower, but each loan can only have one life insurance policy as collateral. The aggregate amount of death benefits of all your life insurance policies assigned or to be assigned as collateral under the programme is capped at HK\$15 million. For any application with the aggregate amount of death benefits exceeding such capped amount, case-by-case approval will be required.

In most cases, your policy reverse mortgage loan becomes due and payable when you pass away. The lender will enforce your life insurance policy within a specified timeframe to repay **in full** the outstanding loan amount you owe. The amount recoverable from your life insurance policy to be used by the lender for repayment of your policy reverse mortgage loan will be the death benefits of your life insurance policy.

If the amount of the death benefits exceeds the outstanding loan amount owed by you under the policy reverse mortgage loan, the lender will pass the surplus to your personal representatives after repaying the outstanding loan amount **in full**. If there is any shortfall, your inheritors need not worry as the shortfall will be borne by the HKMCI under an insurance arrangement between the lender and the HKMCI.

AM I ELIGIBLE AND HOW MAY I APPLY?

Am I eligible for a policy reverse mortgage loan?

In general, you must:

- be aged 60 or above and a holder of a valid Hong Kong identity card; and
- not be an undischarged bankrupt or otherwise subject to bankruptcy petition or individual voluntary arrangement (except if the indebtedness under the relevant individual voluntary arrangement is to be repaid in full at closing by way of lump-sum payout).

In general, your life insurance must:

- be taken out by you as both the policyholder and the insured
- be issued by an authorized insurer in Hong Kong
- be denominated in Hong Kong Dollars or United States Dollars
- not subject to any restrictions or deductions on the payment of death benefit by the insurance company
- not be associated with any investment features (such as Investment-Linked Assurance Schemes regulated by the Securities and Futures Commission of Hong Kong)
- have the premium fully paid up
- be assignable and not contain any restriction on change of beneficiary

Furthermore, it is necessary that the beneficiary of your life insurance policy be yourself or your estate¹. You are required to arrange with your insurance company to change the beneficiary as necessary.

¹ Please refer to the Important Notice for further information.




How should I proceed if I am interested?

Please enquire at a bank direct which will provide you with details and conduct a preliminary eligibility assessment for you. Based on the information you provide, the bank will prepare an Information Sheet which contains your personal particulars, and Indicative Loan Schedules which show the amount of monthly payouts, interest expenses and mortgage insurance premium under different payment terms based on number of factors including your age, gender and the death benefits of your life insurance policy.

Please study the Information Sheet, the Important Notice and the Indicative Loan Schedules carefully and go through them with your family and any persons whom you believe would assist you in making an appropriate decision. You do not need to apply for a policy reverse mortgage loan through any intermediary (except banks). If you have any queries, please contact the bank or call the **Policy Reverse Mortgage Programme Hotline at 2536 0136**. It is important for you to fully understand the ramifications that a policy reverse mortgage loan has for you.

General Application Flow

Anyone who is interested in applying for a policy reverse mortgage loan should observe the following general application flow:

Step 1 	Pre-assessment Enquire at a bank direct which will provide you with details (including the Information Pack, Important Notice, Indicative Loan Schedules and Information Sheet) for reference and conduct a preliminary eligibility assessment for you.
Step 2 	Application After the completion of the preliminary assessment, you may approach a bank to make a loan application if you deem it as appropriate.
Step 3 	Execution of legal documents If your application is approved by the lender, you will be required to execute the relevant legal documents at the office of the lender's solicitors.

If any person who had previously been named a beneficiary under your life insurance policy is or was your spouse or child, he/she will be required to attend with you a meeting with the lender's solicitors and sign a confirmation to agree to the subordination of his/her rights (if any) under the life insurance policy to those of the lender's. If any such person is still a minor (i.e., under 18 years old) at the time of the application of your policy reverse mortgage loan, your application will not be accepted.

KEY PRODUCT FEATURES AND BENEFITS

Flexible payment term

You can choose to receive monthly payouts either over a fixed period of 10, 15 or 20 years or throughout your entire life (until the maturity of your life insurance policy). You have the flexibility, at any time during your payment term, to apply to switch to another payment term.

Two options of mortgage plans

To meet your financial needs, you can choose either a floating-rate or fixed-rate mortgage plan. In general, a fixed-rate mortgage plan offers higher payout amounts than a floating-rate mortgage plan.

Monthly payout amount

The monthly payout amount of your policy reverse mortgage loan is solely determined by the HKMCI on a case-by-case basis, with reference to a number of factors including your age, gender, payment term and the death benefits of your life insurance policy at the time of loan application. In general, the higher is the death benefits of your life insurance policy, the higher will be the monthly payout amount. The older you are at the time of loan application and the shorter is the payment term, the higher will also be the amount of the monthly payout. You may specify an amount lower than the death benefits of your life insurance policy (i.e., specified policy value) for the payout calculation.

The mortgage plan you choose will also affect the amount of monthly payout. In general, the payout amounts offered under a fixed-rate mortgage plan are higher than those under a floating-rate mortgage plan.

In principle, the monthly payout amount will remain constant or increase over the payment term, depending on the annual review of the death benefits of your life insurance policy.

Example of monthly payout amounts (HK\$)

Age of borrower			65	
Gender of borrower			Male	
Death benefits of life insurance policy			\$2 million	
Monthly payout amounts*				
Payment term	10-year	15-year	20-year	Life
Floating-rate mortgage plan ^α	\$4,393	\$3,441	\$3,036	\$2,793
Fixed-rate mortgage plan ^β	\$5,194	\$3,998	\$3,480	\$3,157

* The above monthly payout amounts are based on a specific life insurance policy of a well-known insurance company and are for illustration purpose only. The actual monthly payout amount for individual life insurance policies may vary.

α The above monthly payout under the floating-rate mortgage plan is calculated at the interest rate as at 30 June 2021 (i.e., the Hong Kong Prime Rate minus 2.5% p.a.), and is for reference only. The floating interest rate and the Hong Kong Prime Rate will be determined by the HKMCI and the HKMC from time to time respectively.

β The above monthly payout under the fixed-rate mortgage plan is calculated at the interest rate of 4% p.a. for the first 25 years and the Hong Kong Prime Rate minus 2.5% p.a. thereafter, and is for reference only. The fixed interest rate and the Hong Kong Prime Rate will be determined by the HKMCI and the HKMC from time to time respectively.

Lump-sum payout

You may apply to borrow lump-sum payouts at the time of policy reverse mortgage loan application and/or at any time during the payment term you choose for the following purposes²:

- full repayment of your outstanding policy reverse mortgage loan or an outstanding policy loan on your life insurance policy (only applicable at the time of policy reverse mortgage loan application)
- settlement of unpaid premium of your life insurance policy (applicable only at the time of initial loan application)

² Supporting documents are required for each lump-sum payout application. Other purposes not listed above may be considered on a case-by-case basis.

- repayment of the borrower's personal loans (including revolving credit facilities or credit card balances), which are originated by an authorized institution carrying on banking business under the Banking Ordinance, an authorized insurer carrying on insurance business under the Insurance Ordinance or a licensed money lender under the Money Lenders Ordinance³
- payment for home improvement, repairs and maintenance of your property in Hong Kong
- payment for medical expenses (treatment outside Hong Kong is acceptable)
- payment for the fees payable to the relevant solicitors and medical practitioners in connection with the enduring power of attorney or the fees in connection with the application for a court order under Part II of the Mental Health Ordinance
- purchase of interment right in columbarium and cemetery, as well as expenses for funeral services

You can contact the lender to find out the maximum amount of lump-sum payout that you can borrow, from time to time, under your policy reverse mortgage loan. The maximum amount of lump-sum payout is determined at the time of initial loan application and such amount decreases over the payment term.

The maximum lump-sum payout amount is 90% of the actuarial value of the policy reverse mortgage loan while the minimum lump-sum payout amount is the higher of HK\$100,000 or 15% of the maximum lump-sum payout amount.

If you draw a larger lump-sum payout amount, there will be correspondingly a lower monthly payout amount. If you withdraw the maximum amount of lump-sum payout, you will not receive any monthly payouts thereafter.

³ Relevant loans must be made at least 12 months before the application date of lump-sum payout. However, this requirement is not applicable to revolving credit facilities or credit card balances.

No repayment during your lifetime

In general, you do not need to repay the outstanding loan amount you owe to the lender during your lifetime, unless your policy reverse mortgage loan is terminated under certain specified circumstances.

No penalty for early full repayment

You may fully repay the outstanding loan amount and redeem your life insurance policy at any time and there is no penalty for such full repayment. However, you may not repay only a part of the outstanding loan amount.

Six-month cooling-off period

If you wish to terminate your policy reverse mortgage loan for whatever reason, provided that you notify the lender within the first six months and repay **in full** the outstanding loan amount on the proposed repayment date, you will be given a **full** refund or waiver of the relevant mortgage insurance premiums. However, you still need to bear any accrued interest and financed fees in the outstanding loan amount and also the relevant legal fees in relation to the termination of your policy reverse mortgage loan.

COSTS

Interest expense

Policy reverse mortgage is a loan arrangement and interest is charged by the lenders on the outstanding loan amount (including interest) **on a compound basis**. Please refer to the Indicative Loan Schedules to see how interest builds up over time.

Mortgage insurance premium

Under the insurance arrangement between the lender and the HKMCI, the lender pays mortgage insurance premiums to the HKMCI for mortgage insurance cover and seeks reimbursement from you. The mortgage insurance premium is divided into two parts and the amount payable by you will be debited to the outstanding loan amount:

- **Upfront Mortgage Insurance Premium** is 1% of the specified policy value, payable by 5 annual instalments on the 1st, 13th, 25th, 37th and 49th monthly payout dates respectively. Each annual instalment is calculated at 0.2% of the specified policy value under the policy reverse mortgage loan.
- **Monthly Mortgage Insurance Premium** is payable on a monthly basis at the annual rate of 1% of the outstanding loan amount.

Please refer to the Indicative Loan Schedules to get an idea of the amount of mortgage insurance premium.

Legal fees

You will be responsible for the legal fees for execution of the relevant legal documents. You may choose to finance such legal fees in your policy reverse mortgage loan.

Handling fees

A handling fee of HK\$1,000 will be charged for each successful application for change of payment term or request for a lump-sum payout, after a policy reverse mortgage loan has been granted. Such handling fees will be debited to the outstanding loan amount.

Other fees and expenses

You will be responsible for the fees and expenses charged by your insurance company of your life insurance policy, if any, for any necessary arrangement relating to the assignment of your life insurance policy.

Enquiry

If you have any enquiries, please contact a bank or call the Policy Reverse Mortgage Programme Hotline for more information.

Policy Reverse Mortgage Programme Hotline: 2536 0136

Website: www.hkmc.com.hk