



Specialists in Wealth Management

The World's Best Medical Insurance

From AXA (Hong Kong)



www.imperiumcapital.com

What is Medical Insurance?



- A product which ensures that any medical bills are paid
- It is designed to pay any hospital/doctor costs directly, it is not designed to pay out a lump sum of money directly to the insured client
- Clients buy medical insurance to make sure that if they need medical treatment, they get it
- Without medical insurance, most people would not be able to afford medical treatment
- The cost of fixing a broken leg can be as high as \$10,000; cancer treatment costs over \$200,000, heart surgery can cost up to \$500,000
- Serious illnesses requiring long stays in hospital can cost over \$100,000 just for the fees of accommodation in the hospital, and care from the doctors & nurses
- Sometimes patients need to be moved abroad to receive urgent specialist treatment – the cost of transporting them in a hospital bed can be up to \$50,000
- If people cannot afford to pay the cost, they don't receive the treatment, which can lead to death
- Medical insurance is one of the most important things to have

AXA (HK) Medical Insurance



- Key Features:
 - High levels of cover
 - Guaranteed acceptance – no medical exam required
 - Guaranteed renewal
 - Covers pre-existing medical conditions, including HIV/AIDS
 - Covers treatment at any hospital worldwide
 - Direct billing available (Cashless Provider)
 - Fixed pricing
 - Apply up to age 80
 - Renew up to age 100
 - Free \$10,000 life insurance
- AXA Hong Kong is not the only provider which has some of those features, but it is the **ONLY** provider to have **ALL** of them in the same product
- Available in USD or HKD



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Optional Features



- 3 types of cover available:
 - Prestige
 - Comprehensive
 - Standard
- 3 areas of cover available:
 - Worldwide
 - Worldwide excluding USA
 - Asia
- 3 pricing structures available:
 - Nil deductible, at normal price
 - \$1500 deductible, for a 40% discount on the normal price
 - \$5000 deductible, for a 50% discount on the normal price



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3 Types of Cover

- **Standard:**
 - Covers all in-patient treatment
 - Total cover of \$1,500,000 per year
- **Comprehensive - covers everything included in Standard, plus:**
 - Also covers all out-patient treatment
 - Covers pre-existing medical conditions
 - Covers vaccinations
 - Annual health screening
 - Total cover of \$2,300,000 per year
- **Prestige – covers everything in Standard & Comprehensive, plus:**
 - Covers maternity
 - Covers dental treatment
 - Covers optical treatment (glasses etc)
 - Total cover of \$2,900,000 per year



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3 Areas of cover

- Emergency treatment is covered anywhere in the world
- For scheduled operations, clients can choose any hospital in their chosen area of cover:
 - Worldwide
 - Worldwide excluding USA
 - Asia
- Medical treatment in the USA is very expensive, so the cost of cover is higher there



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3 Pricing Structures

- **Nil deductible – normal price**
 - Nil deductible means that no deduction is made from any claim – AXA pay 100% of every valid claim
 - Clients who choose this option pay the normal price for cover
- **\$1,500 deductible – 40% discount**
 - \$1,500 deductible means that the first \$1,500 per year of any claims is deducted from what AXA pay – meaning the client pays the first \$1,500 of any claims
 - AXA pay everything over \$1,500 per year
 - If no claims are made, the client pays nothing extra
 - Clients who choose this option get a 40% discount to the normal price
- **\$5,000 deductible – 50% discount**
 - \$5,000 deductible means that the first \$5,000 per year of any claims is deducted from what AXA pay – meaning the client pays the first \$5,000 of any claims
 - AXA pay everything over \$5,000 per year
 - If no claims are made, the client pays nothing extra
 - Clients who choose this option get a 50% discount to the normal price



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Pre-existing conditions

- A pre-existing condition is an illness, injury, or disease that the insured client either currently suffers from, or has suffered from in the past
- Common examples include:
 - Broken leg/arm etc
 - Cancer
 - Heart attack
- How the pre-existing cover amount is calculated:
 - If cover has been in place for at least 9 months, but less than 2 years, annual cover of \$2,300 is provided for the pre-existing condition
 - If cover has been in place for at least 2 years, but the insured client has had problems with the pre-existing condition within the last 2 years, annual cover of \$4,600 is provided for the pre-existing condition
 - If cover has been in place for at least 2 years, and the insured client has had no problems with the pre-existing condition within the last 2 years, full cover (up to \$2,900,000) is provided for the pre-existing condition



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Comparison to other insurances



- Many medical insurance products do not have high levels of cover – and sometimes have “internal limits”, such as a maximum amount for a certain type of illness. In Asia, this is VERY COMMON. Look at the benefits schedule of any insurance product to compare it.
- Most insurers require a medical exam or medical questions, including relating to family medical history, before they will agree to cover a client. Clients with pre-existing conditions such as AIDS or cancer often get refused insurance cover.
- Most insurers don't offer guaranteed renewal – meaning that the insuring company can choose to cancel the cover at the end of the year, if they think the client will cost them too much money.
- Most insurance companies don't cover pre-existing conditions at all, meaning that clients aren't covered for old problems that reoccur.



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Comparison to other insurances

- Many medical insurance products have limits to which hospitals you can get treatment from, or will only pay for treatment at the NEAREST hospital – which might not be the best hospital. This is very common in Asia.
- Many insurance companies don't offer direct billing, meaning that the client often has to pay the hospital themselves, then claim back the cost later. This can be a big problem if a client has a big medical bill.
- Most insurance companies do not offer fixed pricing, meaning that they can massively increase the cost at the annual renewal date. This is particularly common with expatriate insurers, who often put prices up by as much as 200% when clients turn 65 years old.



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Comparison to other insurances

- Most insurance companies won't accept people over the age of 65, some have even lower limits.
- Many insurers will even cancel the insurance of clients when they get to age 65 or 70, as it is almost certain that people will need hospital treatment when they get old.
- Almost all insurers offer no free life insurance with their medical insurance product. The \$10,000 free life insurance from AXA means that anyone who dies whilst their insurance is active gets a \$10,000 pay out to their family, to help with funeral expenses.
- Some insurers have SOME of the same key features as AXA Hong Kong's medical insurance, but NONE of them have ALL of the same key features.



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About AXA



- A French global financial company, specialising in insurance
- Established in 1817
- Listed on the Euronext Stock Exchange (ticker symbol 'CS')
- Total assets of around USD \$1trillion (\$1,000,000,000,000)
- Each year, clients pay around USD \$100billion to AXA
- AXA is a conglomerate of independently run businesses, operated according to the laws, regulations, and market opportunities of many different countries
- Each AXA company is different, and therefore the products they offer are different
- Imperium Capital has found AXA Hong Kong to offer the best medical insurance product, not just in comparison to other AXA businesses, but in comparison to ALL other medical insurance products from around the world



The role of Imperium Capital



- Full help and assistance with:
 - Completing application forms
 - Answering questions about the product
 - Delivery of policy documents
 - Making claims
 - General help & support
- Imperium Capital staff available for contact by:
 - Telephone
 - Email
 - In person
- Email us at client.services@imperiumcapital.com





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as a new client of AXA and Imperium Capital

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