

AIA Australia Statement of Advice Guide for Priority Protection for Platform Investors

STRICTLY CONFIDENTIAL



July 2018

Issued by: AIA Australia Limited | ABN 79 004 837 861 ASFL 230043

aia.com.au



**WE'RE
FOR LIFE**

Contents

Why choose AIA Australia	4
Why we're market leading	5
AIA Australia's Products	5
AIA Vitality	5
Purpose of this Guide.....	5
AIA Australia – Priority Protection for Platform Investors	6
Life Cover	6
Accidental Death	6
Total and Permanent Disablement (TPD).....	7
Universal Total and Permanent Disablement (Universal TPD).....	8
Total and Permanent Disablement Buy-back	8
Waiver of Premium	8
Double Total and Permanent Disablement (Double TPD).....	9
Double Universal Total and Permanent Disablement (Double Universal TPD).....	10
Accidental Total and Permanent Disablement (Accidental TPD).....	11
Crisis Recovery.....	12
Crisis Recovery.....	13
Crisis Recovery Buy-back	13
Crisis Reinstatement	13
Double Crisis Recovery	14
Needlestick Injury.....	14
Forward Underwriting.....	15
Business Safeguard Forward Underwriting	15
School Fees Protector.....	15
Income Protection Benefit	16

Income Protection Essentials	18
Business Expenses Benefit	18
Incorporated Business Expenses Benefit	18
Superannuation Life Cover	19
Superannuation Accidental Death	19
Superannuation Total and Permanent Disablement	20
Superannuation Universal Total and Permanent Disablement (Universal TPD)	20
Superannuation Total and Permanent Disablement Buy-back	20
Superannuation Waiver of Premium	20
Superannuation Double Total and Permanent Disablement (Double TPD)	21
Superannuation Double Universal Total and Permanent Disablement (Double Universal TPD)	21
Maximiser	21
Superannuation Accidental Total and Permanent Disablement (Accidental TPD)	22
Transferability of superannuation benefits	22
Superannuation Income Protection	23

Why choose AIA Australia

For adviser use only - background

AIA Australia Limited is a life insurance specialist with over 40 years of experience building successful partnerships. One of the country's leading life insurers, AIA Australia offers a range of products that protect the financial health and welfare of more than 3.3 million Australians.

AIA Australia offers retail insurance products through financial advisers and a valued network of affinity partners. By having a partnership philosophy at the core of its business, AIA Australia is focused on building sustainable relationships that add true value to its business partners.

In the past 3 years AIA Australia has won the following industry awards:

Year	Award Organisation	Award Category
2017	Australian and New Zealand Institute of Insurance and Finance (ANZIIF)	Life Insurer of the Year
	FSC Life Insurance Awards	Industry Excellence Awards
	Super Review	Best Insurer of the Year
	SMSF Adviser	Insurance Provider of the Year
	Australasian Law Awards	Best In-house Team of the Year
	Canstar	Outstanding Value Trauma Insurance
	iSelect	Partner of the Year Life Insurance Company of the Year
2016	Australian and New Zealand Institute of Insurance and Finance (ANZIIF)	Women's Employer of the Year
	Shared Value Project	Shared Value Organisation to Watch
	Direct Life Insurance Excellence Awards	Health and Wellness Program Winner
	Australia Insurance Awards	Life Insurance Product of the Year for Vitality
		Executive of the Year (CEO)
	SMSF Magazine	Insurance Provider of the Year
	Women in Financial Services	Marketing
	Association of Financial Advisers (AFA) and Beddoes Institute: The Consumer Choice Awards	Best Return to Health Outcomes
		Best New Policyholder Experience
		Best Policy Material
	FSC Life Insurance Awards	Big Thinking Award (for joint research with Sunsuper into TPD)
Consumer Innovation Award (with Sunsuper for eClaims)		
iSelect	Life Insurance Company of the Year	
	Partner of the Year for Customer Experience and Life Insurance	
2015	Australian and New Zealand Institute of Insurance and Finance (ANZIIF)	Life Insurance Company of the Year
	AFR Smart Investor Blue Ribbon	Best Term / Best TPD Product
	Super Review	Life Insurance Company of the Year
	SMSF Magazine	SMSF Product of the Year – AGI SMSF Master Insurance Plan
	Super Review	Best Insurer of the Year



Why we're market leading

- **Specialisation**

AIA Australia is a life insurance specialist which has been operating in Australia for over 45 years. We offer a range of life insurance products which protect the financial health and welfare of more than 3.3 million Australians.

- **Market leading product**

Priority Protection's Life Cover, Crisis Recovery, and TPD benefits are recognised by independent research house IRESS amongst the highest ranked in the market.

- **Innovative – AIA Vitality**

AIA Vitality is a scientifically backed health and wellness program and results over the last 12 months have indicated that AIA Vitality members have lapse rates up to 30% lower than non-Vitality members.

- **Claims and underwriting excellence**

We pride ourselves on our solid partnerships with you to provide the highest levels of service to your clients.

- **Award winning**

AIA Australia's Products

AIA Australia is committed to developing a broad range of products which are carefully designed to meet customers varying life insurance needs. Our products include Income Protection, Life Cover, Crisis Recovery and Total and Permanent Disablement.

AIA Australia's products offer a range of Business Insurance solutions in addition to Business Expense products.

AIA Australia updates their products regularly to give clients the best possible cover at competitive rates.

AIA Vitality

AIA Vitality is a health and wellness program, encouraging AIA Australia's customers to know their health, improve their health and enjoy the rewards. Customers with an eligible policy where the life insured has an AIA Vitality membership may be eligible for premium discounts on their Priority Protection policy.

Please refer to aiavitality.com.au for current details and to Statement of Advice for AIA Vitality document for SoA wording.

Purpose of this Guide

This guide contains a brief description of AIA Australia and a summary of some of the main features and terms of AIA Australia's Priority Protection benefits.

It is intended for use by financial advisers who recommend AIA Australia's Priority Protection products. Those advisers remain responsible for preparing and giving their clients a Statement of Advice in accordance with applicable law, and for the contents of that Statement of Advice. AIA Australia takes no responsibility for reliance by any person on the information provided in this guide.

Please refer to the current Priority Protection Product Disclosure Statement for full product details.

This information is current as at 30 July 2018 and may be subject to change without notice.

AIA Australia – Priority Protection for Platform Investors

Life insurance benefits vary from company to company. In making this recommendation, we have used the latest industry research to evaluate the costs and the features of life insurance products from life insurers across Australia, with the benefits and flexibility of AIA Australia's products. We believe AIA Australia's Priority Protection for Platform Investors product range has some unique features compared to other life insurers.

Life Cover Plan	Reasons for recommending AIA Australia
Life Cover	<ul style="list-style-type: none"> • The Life Cover benefit will pay a lump sum in the event of your death before the latest policy anniversary prior to your 100th birthday in order to meet your life protection needs. • If you are diagnosed with a terminal illness and have less than 24 months to live, then in accordance with the terms and conditions of the policy, AIA Australia will pay the full sum insured under the Life Cover benefit before your death. This then provides you the opportunity to finalise your estate in an orderly fashion. • AIA Australia provides you with the opportunity to include the cover for crisis events and Total and Permanent Disablement (TPD) in the one contract. <ul style="list-style-type: none"> - Following payment of a TPD claim you can re-purchase the death cover after 12 months of the TPD benefit being paid (known as the 'TPD Buy-back benefit'). - Following payment of a Crisis Recovery claim you can re-purchase the death cover after 12 months of the Crisis Recovery benefit being paid (known as the 'Crisis Recovery Buy-back benefit'). • AIA Australia also provides the facility to split your life cover needs between individual cover and a superannuation fund, at no additional cost to you. • AIA Australia guarantees that you will receive all benefit improvements during the life of your policy where there is no additional premium charged for the benefit improvement. • AIA Australia will allow you to automatically increase your Life Cover sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. • AIA Australia will pay an advance amount of 10% of your Life Cover sum insured up to a maximum of \$25,000, in a lump sum, to your nominated beneficiary/ies to assist them with the payment of immediate final expenses, such as funeral costs. • AIA Australia provides you with insurance cover whilst your application is being considered. This is known as Interim Cover which offers immediate protection in the event you die by accident before your policy is issued. Cover is provided from the date AIA Australia receives the full application. In addition, once the application has been received the Interim Cover is valid for up to another 90 days while the application is being assessed. • Greater protection is available for your individual or business needs by way of increasing your Life Cover and TPD sum insured, subject to certain conditions, without the need for any further medical evidence being supplied. This facility is known as the Guaranteed Future Insurability benefit. • The Life Cover benefit gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit. • The Complimentary Final Family Expenses benefit will provide you with a lump sum benefit up to a maximum of the lesser of: \$20,000 and 10% of the sum insured, if your child dies or is diagnosed with a Terminal Illness. • AIA Australia provides cover worldwide, 24 hours a day.
Accidental Death	<ul style="list-style-type: none"> • The Accidental Death benefit will pay a lump sum if your death is as a result of an accident, before the benefit expires. Death must occur within six months of the accident taking place. • AIA Australia guarantees that you will be issued with the Accidental Death benefit without any form of medical underwriting, irrespective of your state of health. • The premium that you are charged for the Accidental Death benefit is a level premium from the date your benefit starts until expiry of the benefit, latest policy anniversary prior to age 100. • The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit.

Life Cover Plan	Reasons for recommending AIA Australia
Total and Permanent Disablement (TPD)	<ul style="list-style-type: none"> • This cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit. • (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after just three months of the event occurring. • (For occupation category Home Duties) A three-month waiting period applies to your Total and Permanent Disablement (Home Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring. • We will not require you to be absent from employment for an uninterrupted period of three consecutive months if you suffer one of the specified 'Other Serious Crisis Events' and as a result you would otherwise meet the definition if Total and Permanent Disablement applicable under the policy. Not applicable to the Total and Permanent Disablement (All Duties) definition. • (For occupation category E) A six-month waiting period applies to your Total and Permanent Disablement (All Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after six months of the event occurring. • (For occupation categories A1, A2, A3, A4, M, B, C and CT) AIA Australia has the facility to provide up to \$5 million of TPD cover. • (For occupation categories A1, A2, A3, A4, M) TPD cover can continue past the latest policy anniversary prior to age 70, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to age 100. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform at least two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. • (For occupation categories B, C, CT and D) TPD cover can continue past the latest policy anniversary prior to age 65, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to age 100. During this period, cover can be provided for up to \$1million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. • (Total and Permanent Disablement (Any Occupation)) If you are covered under the Total and Permanent Disablement (Any Occupation) definition and are able to return to work but, during the 12-month period commencing from your return to work you earn less than 25% of your income generated in the previous 12 months of performing your own occupation, AIA Australia will pay your full Total and Permanent Disablement (Any Occupation) benefit. • AIA Australia will pay you a partial benefit if, subject to the terms and conditions of the policy, you suffer the permanent loss of use of one arm, or one foot or the loss of sight in one eye. • Total and Permanent Disablement Stand Alone cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit. • Life Cover Purchase (under the Total and Permanent Disablement Stand Alone) gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Total and Permanent Disablement Stand Alone benefit. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Universal Total and Permanent Disablement (Universal TPD)	<ul style="list-style-type: none"> • This cover provides a lump sum payment if you suffer a Loss of Independence (as defined in the relevant policy document) before the expiry of the benefit. • AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) AIA Australia has the facility to provide up to \$1 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and ceases at the latest policy anniversary prior to age 100. • (For occupation category E) AIA Australia has the facility to provide up to \$1 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to age 55. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Life Cover Plan	Reasons for recommending AIA Australia
Total and Permanent Disablement Buy-back	<ul style="list-style-type: none"> The Total and Permanent Disablement Buy-back benefit will provide you with the option to re-purchase any decrease in the Life Cover sum insured after a TPD benefit has been paid for the full TPD sum insured. The re-purchase can only be exercised within 30 days after the first anniversary of the payment date of the TPD benefit.
Waiver of Premium	<ul style="list-style-type: none"> (For occupation categories A1, A2, A3, A4, M) The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 70th birthday) in accordance with the terms and conditions of your policy. The waiving of premiums will cease at your benefit expiry date. (For occupation categories B, C, CT, D and Home Duties) The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 65th birthday) in accordance with the terms and conditions of your policy. The waiving of premiums will cease at your benefit expiry date. (For occupation category E) The Waiver of Premium benefit will waive premiums for benefits held under the Life Cover Plan and Crisis Recovery Stand Alone Plan in the event that you become totally and permanently disabled or partially and permanently disabled before the expiry date of your benefit (i.e. the latest policy anniversary before your 55th birthday) in accordance with the terms and conditions of your policy. However, the waiving of premiums will continue beyond your benefit expiry date and will cease at the latest policy anniversary before your 65th birthday.
Double Total and Permanent Disablement (Double TPD)	<ul style="list-style-type: none"> Double TPD cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit. (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring. (For occupation category Home Duties) A three-month waiting period applies to your Total and Permanent Disablement (Home Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring. (For occupation category E) A six-month waiting period applies to your Total and Permanent Disablement (All Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after six months of the event occurring. (For occupation categories A1, A2, A3, A4, M) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the Life Cover will be waived until the latest policy anniversary prior to your 70th birthday. (For occupation categories B, C, CT, D and Home Duties) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the Life Cover will be waived until the latest policy anniversary prior to your 65th birthday. (For occupation category E) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55th birthday. (For occupation categories A1, A2, A3, A4, M, B, C and CT) AIA Australia has the facility to provide up to \$5 million of Double TPD cover. (For occupation categories A1, A2, A3, A4, M) TPD cover can continue past the latest policy anniversary prior to your 70th birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100th birthday. During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. (For occupation categories B, C, CT and D) TPD cover can continue past the latest policy anniversary prior to your 65th birthday, according to the terms and conditions of the policy, and will cease at the latest policy anniversary prior to your 100th birthday. During this period, cover can be provided for up to \$1 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. (For occupation category E) AIA Australia has the facility to provide up to \$1 million of Double TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55th birthday. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Life Cover Plan	Reasons for recommending AIA Australia
Double Universal Total and Permanent Disablement (Double Universal TPD)	<ul style="list-style-type: none"> • Double Universal TPD cover provides a lump sum payment if you suffer a Loss of Independence before the expiry of the benefit. • AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 65th birthday. • (For occupation category E) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55th birthday. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) AIA Australia has the facility to provide up to \$1 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 100th birthday. • (For occupation category E) AIA Australia has the facility to provide up to \$1 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55th birthday. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Accidental Total and Permanent Disablement (Accidental TPD)	<ul style="list-style-type: none"> • The Accidental TPD benefit will pay a lump sum if your total and permanent disablement is as a result of an accident, before the benefit expires. • The premium that you are charged for the Accidental TPD benefit is a level premium from the date your benefit starts until expiry of the benefit. • (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Any Occupation) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring. • (For occupation category Home Duties) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Home Duties) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring. • (For occupation categories A1, A2, A3, A4, M) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental TPD (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 70th birthday. • (For occupation categories B, C, CT and D) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 65th birthday. • (For occupation category Home Duties) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Home Duties) up until the expiry age of the benefit, the latest policy anniversary prior to your 65th birthday. • Accidental TPD Stand Alone cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the Family Protection benefit. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Life Cover Plan	Reasons for recommending AIA Australia
Crisis Recovery	<ul style="list-style-type: none"> • Crisis Recovery pays a lump sum if you are diagnosed with one of the crisis events covered by the policy. It covers a range of illnesses such as heart attack, coronary artery disease, stroke and cancer. <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> • The Crisis Recovery Stand Alone benefit provides a lump sum payment on the occurrence of any one of 43 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 70th birthday, in accordance with the terms and conditions of the policy. <p>or</p> <ul style="list-style-type: none"> • The Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 70th birthday, in accordance with the terms and conditions of the policy. • The period of cover can be extended from the latest policy anniversary prior to your 70th birthday to the latest policy anniversary prior to your 100th birthday if you select the Crisis Recovery benefit as a rider under the Life Cover benefit. <ul style="list-style-type: none"> - (For occupation categories A1, A2, A3, A4, M) During this period, cover can be provided for up to \$2 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. - (For occupation categories B, C, CT and D) During this period, cover can be provided for up to \$1 million should you become so disabled that you are permanently unable to perform two of the five 'activities of daily living', suffer permanent significant cognitive impairment or have permanently lost the use of your limbs and/or sight as defined. • The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the policy. • The policy provides free cover of \$20,000 for all your dependent children between the ages of 2 years and 17 years inclusive should they suffer one of 23 listed Crisis Events. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. • (For Crisis Recovery Stand Alone) The benefit will provide a Death Cover benefit of up to \$5,000 if you die and no benefit was payable for a Crisis Event. <p>(Where cover for a male client is being recommended)</p> <ul style="list-style-type: none"> • AIA Australia will pay the full Crisis Recovery benefit sum insured for all types of malignant prostate cancers classified as T1b or greater and for any stage of prostate cancer where major interventionist therapy has been performed. 100% of the Crisis Recovery benefit sum insured up to a maximum of \$500,000 will be paid for malignant prostate cancers classified as T1a. Unlike most other life companies, there is no requirement for surgery, invasive procedures or any form of therapy before this payment can be received. • AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the penis and testicle. <p>(Where cover for a female client is being recommended)</p> <ul style="list-style-type: none"> • AIA Australia will pay the full Crisis Recovery benefit for Carcinoma in Situ of the breast where the entire breast is removed or where other surgery and adjuvant therapy (such as radiotherapy and/or chemotherapy) is performed specifically to arrest the spread of malignancy. • AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the vagina, ovary, cervix-uteri, vulva, fallopian tube and breast where no mastectomy is performed.

Life Cover Plan	Reasons for recommending AIA Australia
Crisis Recovery	<p>(Where special acceptance terms have been provided)</p> <p>AIA Australia has offered you Crisis Recovery cover under special acceptance terms for:</p> <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> • Cancer and Coronary The Crisis Events groups covered are: <ul style="list-style-type: none"> - Cancer Events & - Coronary Events. • Cancer Plus The Crisis Events groups covered are: <ul style="list-style-type: none"> - Cancer Events & - Other Serious Crisis Events • Coronary Plus The Crisis Events groups covered are: <ul style="list-style-type: none"> - Coronary Events & - Other Serious Crisis Events • The premium that you are charged for the Crisis Recovery benefit under the special acceptance terms will be based on the Crisis Events groups offered. • Life Cover Purchase (under Crisis Recovery Stand Alone) gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Crisis Recovery Stand Alone benefit. • Life Cover Purchase (under the Total and Permanent Disablement rider benefit under Crisis Recovery Stand Alone) gives you the option to buy Life Cover without further medical underwriting where 100% of a claim has been paid for the Total and Permanent Disablement benefit.
Crisis Recovery Buy-back	<ul style="list-style-type: none"> • The Crisis Recovery Buy-back benefit will provide the option to re-purchase any decrease in the Life Cover sum insured after a Crisis Recovery benefit has been paid for the full sum insured. You may re-purchase the Life Cover Sum Insured within the first 30 days after the first anniversary of the date that your Crisis Recovery claim was paid.
Crisis Reinstatement	<p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> • As you have selected Crisis Recovery as a rider benefit under the Life Cover benefit, you may reinstate your Crisis Recovery Sum Insured following the payment of a Crisis Recovery claim for the full sum insured. The reinstatement must occur within the first 30 days after the first anniversary of the date that your Crisis Recovery claim was paid. You must exercise the Crisis Recovery Buy-back option at the same time as the Crisis Recovery Reinstatement option. <p>or</p> <ul style="list-style-type: none"> • As you have selected Crisis Recovery Stand Alone benefit, you may reinstate your Crisis Recovery Stand Alone Sum Insured within the first 30 days after 30 days from the date that your Crisis Recovery Stand Alone claim for the full sum insured was paid.

Life Cover Plan	Reasons for recommending AIA Australia
Double Crisis Recovery	<ul style="list-style-type: none"> • Double Crisis Recovery pays a lump sum if you are diagnosed with one of the crisis events covered by the benefit. It covers a range of illnesses such as heart attack, coronary artery disease, stroke and cancer. If the full Double Crisis Recovery benefit becomes payable, the Life Cover sum insured will not be reduced and all future premiums for the linked Life Cover benefit will be waived up to the latest policy anniversary before your: <ul style="list-style-type: none"> - 65th birthday (for occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) or - 55th birthday (for occupation category E) • (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 65th birthday, in accordance with the terms and conditions of the policy. • (For occupation category E) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$2 million and can continue up to the latest policy anniversary prior to your 55th birthday, in accordance with the terms and conditions of the policy. • (For occupation category Home Duties) The Double Crisis Recovery benefit provides a lump sum payment on the occurrence of any one of 42 specified crisis events up to \$750,000 and can continue up to the latest policy anniversary prior to your 65th birthday, in accordance with the terms and conditions of the policy. • The cover gives you the option, at an additional cost, to insure up to 10 children to a maximum of \$200,000 for each child against death and critical illness, in accordance with the terms and conditions of the policy. • The policy provides free cover of \$20,000 for all your dependent children between the ages of 2 years and 17 years inclusive should they suffer one of 23 listed Crisis Events. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) The period of cover can be extended from the latest policy anniversary prior to your 65th birthday to the latest policy anniversary prior to your 70th birthday as your policy will be converted to a Crisis Recovery benefit. This cover will pay you a lump sum benefit if you are diagnosed with one of the crisis events covered by the benefit. • (For occupation category E) The period of cover can be extended from the latest policy anniversary prior to your 55th birthday to the latest policy anniversary prior to your 70th birthday as your policy will be converted to a Crisis Recovery benefit. This cover will pay you a lump sum benefit if you are diagnosed with one of the crisis events covered by the benefit. <p>(Where cover for a male client is being recommended)</p> <ul style="list-style-type: none"> • AIA Australia will pay the full Crisis Recovery benefit sum insured for all types of malignant prostate cancers classified as T1b or greater and for any stage of prostate cancer where major interventionist therapy has been performed. 100% of the Crisis Recovery benefit sum insured up to a maximum of \$500,000 will be paid for malignant prostate cancers classified as T1a. Unlike most other life companies, there is no requirement for surgery, invasive procedures or any form of therapy before this payment can be received. • AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the penis and testicle. <p>(Where cover for a female client is being recommended)</p> <ul style="list-style-type: none"> • AIA Australia will pay the full Double Crisis Recovery benefit for Carcinoma in Situ of the breast where the entire breast is removed or where other surgery and adjuvant therapy (such as radiotherapy and/or chemotherapy) is performed specifically to arrest the spread of malignancy. • AIA Australia will pay you a partial benefit, subject to the terms and conditions of the policy, for Carcinoma in Situ of the vagina, ovary, cervix-uteri, vulva, fallopian tube and breast where no mastectomy is performed.
Needlestick Injury	<ul style="list-style-type: none"> • (For occupation category M) AIA Australia gives you the option, at an additional cost, to purchase a Needlestick Injury benefit which will pay you a lump sum of up to \$1 million if as a result of an accident you become infected with occupationally acquired Human Immunodeficiency Virus (HIV), Hepatitis B or Hepatitis C whilst working in your own occupation.
Forward Underwriting	<ul style="list-style-type: none"> • AIA Australia will provide you with the option to purchase future risk cover of up to \$(insert the level of cover selected between \$100,000 and \$10 million) Life Cover, \$(insert the amount of cover selected with a maximum of \$5 mil for A1, A2, A3, A4, M, B, C and CT or \$2 mil for D or \$1 million for Home Duties) Total and Permanent Disablement and \$(insert the level of cover selected, up to a maximum of \$2 million) Crisis Recovery on the occurrence of specified events. At the time of exercising any options, AIA Australia will not require you to undergo any medical underwriting but you will be subject to financial underwriting.

Life Cover Plan	Reasons for recommending AIA Australia
Business Safeguard Forward Underwriting	<ul style="list-style-type: none"> AIA Australia will provide you with the option to purchase future risk cover of up to \$(insert the level of cover selected between \$100,000 and \$10 million) Life Cover, \$(insert the amount of cover selected with a maximum of \$5 mil for A1, A2, A3, A4, M, B, C and CT or \$2 mil for D) Total and Permanent Disablement and \$(insert the level of cover selected, up to a maximum of \$2 million) Crisis Recovery on the occurrence of specified business events. At the time of exercising any options, AIA Australia will not require you to undergo any medical underwriting but you will be subject to financial underwriting.
School Fees Protector	<ul style="list-style-type: none"> AIA will provide you with the option to purchase the School Fees Protector benefit which will pay your Child's school tuition fees should you become totally and permanently disabled, terminally ill or die (as applicable). The benefit amount paid will be determined at time of claim and will be subject to whether the nominated child is in Primary school (up to \$8,000) or Secondary school (up to \$16,000).

Income Protection Plan (Agreed Value or Indemnity)	Reasons for recommending AIA Australia
<p>Income Protection Benefit</p>	<p>(Select either Income Protection or Income Protection Accident Only below)</p> <ul style="list-style-type: none"> • The Income Protection benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness. • The Income Protection Accident Only benefit will provide you with a monthly income benefit if you become disabled and are unable to work as a result of an accidental injury only. <p>(Select the Benefit Period below)</p> <p>(For occupation categories A1, A2, A3, A4, M – Agreed Value and Indemnity)</p> <ul style="list-style-type: none"> • AIA Australia provides you with an Income Protection benefit period to age 70 (i.e. the latest policy anniversary prior to your 70th birthday). <p>(For occupation categories A1, A2, A3, A4, M, C and CT – Agreed Value and Indemnity)</p> <ul style="list-style-type: none"> • AIA Australia provides you with an Income Protection benefit period to age 65 (i.e. the latest policy anniversary prior to your 65th birthday). • AIA Australia provides you with a 2 year Income Protection benefit period • AIA Australia provides you with a 5 year Income Protection benefit period <p>(For occupation categories A1, A2, A3, A4, M - Indemnity only)</p> <ul style="list-style-type: none"> • 2 Year benefit Period To Age 70 (i.e. the latest policy anniversary prior to your 70th birthday) <p>(For occupation category D - Indemnity only)</p> <ul style="list-style-type: none"> • AIA Australia provides you with a 2 year Income Protection benefit period • AIA Australia provides you with a 5 year Income Protection benefit period <p>(For occupation category E - Indemnity only)</p> <ul style="list-style-type: none"> • AIA Australia provides you with a 2 year Income Protection benefit period <p>(Select either Agreed Value or Indemnity below)</p> <p>Agreed Value</p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Agreed Value basis which means that your insured monthly benefit is agreed with AIA Australia at the time of your application and is based on your stated income at the time your application is submitted. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. <p>Indemnity</p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Indemnity basis which means that the benefit we pay you will be based on your income at or near the time of your claim. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. <p>Extended Indemnity</p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Extended Indemnity basis which means that the benefit we pay you will be based on your best consecutive 12 months income over the three years prior to disablement. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Income Protection Plan (Agreed Value or Indemnity)	Reasons for recommending AIA Australia
Income Protection Essentials	<p>(Select either Advantage Optional or PLUS Optional benefit where applicable):</p> <ul style="list-style-type: none"> The Income Protection Essentials benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness as per the definition of Total Disablement - Income Protection Essentials (Home Duties) (Employees). The Income Protection Essentials benefit provides a benefit period of 24 months with a waiting period of 90 days. The Crisis Recovery benefit may pay a lump sum benefit, equal to six times your insured monthly benefit, on diagnosis of a listed Crisis Event. Alternatively, you can also choose to receive the payment in monthly instalments. <p>Agreed Value</p> <ul style="list-style-type: none"> Your Income Protection benefit has been structured using an Agreed Value basis which means that your insured monthly benefit is agreed with AIA Australia at the time of your application.
Business Expenses Benefit	<ul style="list-style-type: none"> The Business Expenses benefit will provide a monthly benefit for 12 months (some conditions apply) to pay for the fixed ongoing expenses of your business if you become totally or partially disabled due to injury or sickness and cannot work. This benefit helps to continue the business operation whilst you are disabled. <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> The Day 1 Accident benefit (30 days) will provide one lump sum payment (equal to the insured monthly benefit) if you are totally disabled for at least 30 consecutive days due to an accidental injury. The Day 1 Accident benefit (3 days) will provide one lump sum payment (equal to 1/30 of the insured monthly benefit for each day that you are totally disabled for up to a maximum of 30 days) if you are totally disabled for at least 3 consecutive days due to an accidental injury. (for occupation categories A1, A2, A3, A4, M) Should you become partially disabled AIA Australia will not require you to be totally disabled for any length of time during the Waiting Period. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Incorporated Business Expenses Benefit	<ul style="list-style-type: none"> The Incorporated Business Expenses benefit is specifically designed to ensure that the fixed expenses of your business or practice will still be paid even if you cannot work due to injury or sickness. This plan is owned by (insert name of business) with you as the life insured. Only available where there are between 3 and 10 lives insured must apply for cover and a minimum 3 lives insured must purchase an Incorporated Business Expenses benefit at the same time. The Incorporated Business Expenses benefit is unique in that AIA Australia will pay an Agreed Value amount for the first 12 months that the life insured is disabled and will pay an Indemnity amount for a further 12 months should you continue to be disabled. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Income Protection Plan (Agreed Value or Indemnity)	Reasons for recommending AIA Australia
Income Protection Benefit	<p>(Select either Income Protection or Income Protection Accident Only below)</p> <ul style="list-style-type: none"> The Income Protection benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness. The Income Protection Accident Only benefit will provide you with a monthly income benefit if you become disabled and are unable to work as a result of an accidental injury only. <p>(Select the Benefit Period below)</p> <p>(For occupation categories A1, A2, A3, A4, M – Agreed Value and Indemnity)</p> <ul style="list-style-type: none"> AIA Australia provides you with an Income Protection benefit period to age 70 (i.e. the latest policy anniversary prior to your 70th birthday). <p>(For occupation categories A1, A2, A3, A4, M, B, C, CT – Agreed Value and Indemnity)</p> <ul style="list-style-type: none"> AIA Australia provides you with an Income Protection benefit period to age 65 (i.e. the latest policy anniversary prior to your 65th birthday). AIA Australia provides you with a 2 year Income Protection benefit period AIA Australia provides you with a 5 year Income Protection benefit period <p>(For occupation categories A1, A2, A3, A4, M - Indemnity only)</p> <ul style="list-style-type: none"> 2 Year benefit Period To Age 70 (i.e. the latest policy anniversary prior to your 70th birthday) <p>(For occupation category D - Indemnity only)</p> <ul style="list-style-type: none"> AIA Australia provides you with a 2 year Income Protection benefit period AIA Australia provides you with a 5 year Income Protection benefit period <p>(For occupation category E - Indemnity only)</p> <ul style="list-style-type: none"> AIA Australia provides you with a 2 year Income Protection benefit period <p>(Select either Agreed Value, Indemnity or Extended Indemnity below)</p> <p>Agreed Value</p> <ul style="list-style-type: none"> Your Income Protection benefit has been structured using an Agreed Value basis which means that your insured monthly benefit is agreed with AIA Australia at the time of your application and is based on your stated income at the time your application is submitted. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. <p>Indemnity</p> <ul style="list-style-type: none"> Your Income Protection benefit has been structured using an Indemnity basis which means that the benefit we pay you will be based on your income at or near the time of your claim. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. <p>Extended Indemnity</p> <ul style="list-style-type: none"> Your Income Protection benefit has been structured using an Extended Indemnity basis which means that the benefit we pay you will be based on your best consecutive 12 months income over the three years prior to disablement. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Income Protection Plan (Agreed Value or Indemnity)	Reasons for recommending AIA Australia
Income Protection Benefit	<p>(Select either Advantage Optional or PLUS Optional benefit where applicable):</p> <ul style="list-style-type: none"> • (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) The Advantage Optional benefit provides the Specified Injury benefit, the Total Disablement – Multi Definition and the Partial Disablement – Multi Definition. • being assessed under the Total Disablement - Multi Definition or the Partial Disablement – Multi Definition at time of disablement provides the security of knowing that you will receive the benefit of the definition that favours you; (duty, time and/or income), with the highest monetary payment each month; • the Specified Injury benefit pays a monthly benefit up to 60 months for a listed event under paralysis, loss or partial loss of various limbs and fracture of various bones due to injury. • The PLUS Optional benefit will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including: <ul style="list-style-type: none"> - six months advance payment on diagnosis of a listed Crisis Event; - (for occupation categories A1, A2, A3, A4, M, B, C, CT and D) being assessed under the Total Disablement - Multi Definition or the Partial Disablement – Multi Definition at time of disablement which provides the security of knowing that you will receive the benefit of the definition that favours you duty, time and/or income, with the highest monetary payment each month; • (for occupation categories A1, A2, A3, A4, M) should you become partially disabled AIA Australia will not require you to be totally disabled for any length of time during the Waiting Period. • (for occupation category M only) if as a result of a needlestick injury or a splash injury occurring while performing the duties of your normal occupation, you become infected with Human Immunodeficiency Virus (HIV), the Acquired Immune Deficiency Syndrome (AIDS), Hepatitis B or Hepatitis C and a reduction in your earnings is experienced as a result. <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> • The Day 1 Accident benefit (30 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 30 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first. • The Day 1 Accident benefit (3 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 3 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first. • To ensure that your monthly benefit payments will keep pace with inflation, the Claim Escalation benefit will automatically increase your benefit annually by the CPI Increase each year until the earlier of the end of the benefit period or when the disablement ends. • The Income Protection Lump Sum benefit may offer you a Lump Sum benefit if you meet the definition of Total and Permanent Disablement (Own Occupation), up to a maximum of the lesser of: \$3,000,000 and 180 times your Insured Monthly Benefit. • The Carer's Allowance benefit will provide up to \$2,000 per month (up to a maximum amount of 25% of your insured monthly benefit) if you are required to give up work to care for your child, in accordance with the terms and conditions of the policy. • The Retirement Optimiser benefit enables you to insure 5% of your pre-disablement income in Superannuation contributions. AIA Australia will pay this extra benefit into your nominated superannuation fund. • The Business Expenses benefit, specifically designed for self-employed individuals (employed full-time), will provide a monthly benefit for up to 12 months to ensure that the fixed expenses of your business or practice will still be paid even if you cannot work due to injury or sickness.

Income Protection Plan (Agreed Value or Indemnity)	Reasons for recommending AIA Australia
Income Protection Essentials	<ul style="list-style-type: none"> The Income Protection Essentials benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness as per the definition of Total Disablement - Income Protection Essentials (Home Duties) (Employees). The Income Protection Essentials benefit provides a benefit period of 24 months with a waiting period of 90 days. The Crisis Recovery benefit may pay a lump sum benefit, equal to six times your insured monthly benefit, on diagnosis of a listed Crisis Event. Alternatively, you can also choose to receive the payment in monthly instalments. <p>Agreed Value</p> <ul style="list-style-type: none"> Your Income Protection benefit has been structured using an Agreed Value basis which means that your insured monthly benefit is agreed with AIA Australia at the time of your application.
Business Expenses Benefit	<ul style="list-style-type: none"> The Business Expenses benefit will provide a monthly benefit for 12 months (some conditions apply) to pay for the fixed ongoing expenses of your business if you become totally or partially disabled due to injury or sickness and cannot work. This benefit helps to continue the business operation whilst you are disabled. <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> The Day 1 Accident benefit (30 days) will provide one lump sum payment (equal to the insured monthly benefit) if you are totally disabled for at least 30 consecutive days due to an accidental injury. The Day 1 Accident benefit (3 days) will provide one lump sum payment (equal to 1/30 of the insured monthly benefit for each day that you are totally disabled for up to a maximum of 30 days) if you are totally disabled for at least 3 consecutive days due to an accidental injury. (for occupation categories A1, A2, A3, A4, M) Should you become partially disabled AIA Australia will not require you to be totally disabled for any length of time during the Waiting Period. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Incorporated Business Expenses Benefit	<ul style="list-style-type: none"> The Incorporated Business Expenses benefit is specifically designed to ensure that the fixed expenses of your business or practice will still be paid even if you cannot work due to injury or sickness. This plan is owned by (insert name of business) with you as the life insured. Only available where there are between 3 and 10 lives insured must apply for cover and a minimum 3 lives insured must purchase an Incorporated Business Expenses benefit at the same time. The Incorporated Business Expenses benefit is unique in that AIA Australia will pay an Agreed Value amount for the first 12 months that the life insured is disabled and will pay an Indemnity amount for a further 12 months should you continue to be disabled. AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.

Superannuation Life Cover Plan	Reasons for recommending AIA Australia
Superannuation Life Cover	<ul style="list-style-type: none"> • Superannuation Life Cover will provide a lump sum in the event of your death before the latest policy anniversary prior to your 75th birthday. If two medical practitioners (one of whom is a specialist practicing in an area relating to your illness or injury) diagnose you with a terminal illness and certify that you have less than 24 months to live, AIA Australia will pay the full sum insured under the Superannuation Life Cover benefit before your death. This then provides you with the opportunity to finalise your estate in an orderly fashion. This benefit will be paid to the trustee of your superannuation fund. • AIA Australia guarantees that you will receive all benefit improvements during the life of your policy where there is no additional premium charged for the benefit improvement. • AIA Australia will allow you to automatically increase your Superannuation Life Cover sum insured by the higher of the CPI or 5% each year to ensure that the value of your cover keeps pace with inflation. • AIA Australia provides you with insurance cover whilst your application is being considered. This is known as Interim Cover which offers immediate protection in the event you die by accident before your policy is issued. Cover is provided from the date AIA Australia receives the full application. In addition, once the application has been received the Interim Cover is valid for up to another 90 days while the application is being assessed. • Greater protection is available for your individual or business needs by way of increasing your death and TPD sum insured, subject to certain conditions, without the need for any further medical evidence being supplied. This facility is known as the Guaranteed Future Insurability benefit. • AIA Australia provides you with the opportunity to include the cover for Total and Permanent Disablement (TPD) in the one contract. • Following payment of a TPD claim you can re-purchase the death cover after 12 months of the TPD benefit being paid (known as the 'TPD Buy-back benefit'). • The Superannuation PLUS (outside super) linked benefit will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including, but not limited to: <ul style="list-style-type: none"> - Crisis Recovery, and - Total and Permanent Disablement. • AIA Australia provides cover worldwide, 24 hours a day.
Superannuation Accidental Death	<ul style="list-style-type: none"> • The Accidental Death benefit will pay a lump sum to the trustee of your superannuation fund if your death is as a result of an accident, before the benefit expires. Death must occur within six months of the accident taking place. • AIA Australia guarantees that you will be issued with the Accidental Death benefit without any form of medical underwriting, irrespective of your state of health. • The premium that you are charged for the Accidental Death benefit is a level premium from the date your benefit starts until expiry of the benefit, latest policy anniversary prior to age 75.

Superannuation Life Cover Plan	Reasons for recommending AIA Australia
Superannuation Total and Permanent Disablement	<ul style="list-style-type: none"> • (For occupation categories A1, A2, A3, A4, M) The TPD benefit will provide a lump sum benefit in the event that you become totally and permanently disabled before the latest policy anniversary prior to your 70th birthday • (For occupation categories B, C, CT, D and Home Duties) The TPD benefit will provide a lump sum benefit in the event that you become totally and permanently disabled before the latest policy anniversary prior to your 65th birthday. • (For occupation category E) The TPD benefit will provide a lump sum benefit in the event that you become totally and permanently disabled before the latest policy anniversary prior to your 55th birthday. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. • (For occupation categories A1, A2, A3, A4, M, B, C and CT) AIA Australia has the facility to provide up to \$5 million of TPD cover. <p>Select the appropriate TPD benefit:</p> <ul style="list-style-type: none"> • AIA Australia applies a three-month waiting period to your Total and Permanent Disablement (Any Occupation) and (Home Duties) definitions. This means if you are unable to work because you are disabled, AIA Australia will assess your claim after three months of the event occurring. • We will not require you to be absent from employment for an uninterrupted period of three consecutive months if you suffer one of the specified 'Other Serious Crisis Events' and as a result you would otherwise meet the definition of Total and Permanent Disablement applicable under the policy. <i>Not applicable to the Total and Permanent Disablement (All Duties) definition.</i> • AIA Australia applies a six-month waiting period to your Total and Permanent Disablement (All Duties) definition. This means if you are unable to work or perform your normal domestic duties because you are disabled, AIA Australia will assess your claim after six months of the event occurring.
Superannuation Universal Total and Permanent Disablement (Universal TPD)	<ul style="list-style-type: none"> • This cover provides a lump sum payment if you suffer a Loss of Independence (as defined in the superannuation policy document) before the expiry of the benefit. • AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) AIA Australia has the facility to provide up to \$1 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and ceases at the latest policy anniversary prior to age 65. • (For occupation category E) AIA Australia has the facility to provide up to \$1 million of Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to age 55. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Superannuation Total and Permanent Disablement Buy-back	<ul style="list-style-type: none"> • The Superannuation TPD Buy-back benefit will give you the option to re-purchase any decrease in the Life Cover sum insured after a TPD benefit has been paid for the full TPD sum insured. The re-purchase can only be exercised within the first 30 days after the first anniversary of the payment date of the TPD benefit. The benefit can be included as part of personal superannuation arrangements.
Superannuation Waiver of Premium	<ul style="list-style-type: none"> • (For occupation categories A1, A2, A3, A4, M) The Waiver of Premium benefit will waive premiums for the Life Cover benefit and any Accidental Death benefit or Total and Permanent Disablement Buy-back benefit held under the Superannuation Life Cover Plan in the event that you become totally and permanently disabled before your benefit expiry date (i.e. the latest policy anniversary before your 70th birthday). The waiving of premiums will cease at your benefit expiry date.

Superannuation Life Cover Plan	Reasons for recommending AIA Australia
Superannuation Double Total and Permanent Disablement (Double TPD)	<ul style="list-style-type: none"> • Double TPD cover provides a lump sum payment if you suffer total and permanent disablement or partial and permanent disablement before the expiry of the benefit. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) AIA Australia applies a three-month waiting period to your Total and Permanent Disablement benefit. This means if you are unable to work because you are disabled AIA Australia will assess your claim after three months of the event occurring. • (For occupation category E) A six-month waiting period applies to your Total and Permanent Disablement (All Duties) benefit definition. This means if you are unable to work because you are disabled AIA Australia will assess your claim after six months of the event occurring. • (For occupation categories A1, A2, A3, A4, M) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the linked Life Cover will be waived until the latest policy anniversary prior to your 70th birthday. • (For occupation categories B, C, CT, D and Home Duties) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums on the linked Life Cover will be waived until the latest policy anniversary prior to your 65th birthday. • (For occupation category E) After a Double TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55th birthday. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Superannuation Double Universal Total and Permanent Disablement (Double Universal TPD)	<ul style="list-style-type: none"> • Double Universal TPD cover provides a lump sum payment if you suffer a Loss of Independence before the expiry of the benefit. • AIA Australia requires you to be under continuous care and supervision by another adult person for at least six consecutive months. AIA Australia will assess your claim at the end of that six-month period. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 65th birthday. • (For occupation category E) After a Double Universal TPD benefit has been paid for the full sum insured, the Life Cover sum insured will not be reduced and future premiums for the linked Life Cover will be waived until the latest policy anniversary prior to your 55th birthday. • (For occupation categories A1, A2, A3, A4, M, B, C, CT, D and Home Duties) AIA Australia has the facility to provide up to \$1 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 65th birthday. • (For occupation category E) AIA Australia has the facility to provide up to \$1 million of Double Universal TPD cover, in accordance with the terms and conditions of the policy, and cover will cease at the latest policy anniversary prior to your 55th birthday. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Maximiser (outside of super) Available as a rider to Total and Permanent Disablement, Double Total and Permanent Disablement or Total and Permanent Disablement (Stand Alone)	<ul style="list-style-type: none"> • (For occupation categories A1, A2, A3, A4, M, B, C and CT) The Maximiser benefit allows you to structure your Total and Permanent Disablement (TPD), Double Total and Permanent Disablement (Double TPD) or Total and Permanent Disablement Stand Alone (TPD Stand Alone) cover under superannuation in a tax-effective way in order to maximise tax planning. • The Maximiser benefit is structured so that your TPD, Double TPD or TPD Stand Alone cover is held both inside and outside of superannuation. Two TPD or Double TPD policies are purchased forming one arrangement. One within superannuation and one outside of superannuation. • If you become partially and permanently disabled a Partial and Permanent Disablement benefit will be paid under the Maximiser benefit outside of the superannuation environment.

Superannuation Life Cover Plan	Reasons for recommending AIA Australia
Superannuation Accidental Total and Permanent Disablement (Accidental TPD)	<ul style="list-style-type: none"> • The Accidental TPD benefit will pay a lump sum if your TPD is as a result of an accident, before the benefit expires. • The premium that you are charged for the Accidental TPD benefit is a level premium from the date your benefit starts until expiry of the benefit. • (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Any Occupation) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring. • (For occupation category Home Duties) AIA Australia applies a three-month waiting period to your Accidental Total and Permanent Disablement benefit (Home Duties) definition. This means if you are unable to work because you are disabled due to an Accidental Injury, AIA Australia will assess your claim after three months of the event occurring. • (For occupation categories A1, A2, A3, A4, M) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental TPD (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 70th birthday. • (For occupation categories B, C, CT and D) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Any Occupation) up until the expiry age of the benefit, the latest policy anniversary prior to your 65th birthday. • (For occupation category Home Duties) Accidental TPD cover can be provided for up to \$1 million should you become so disabled due to an Accidental Injury that you meet the definition of Accidental Total and Permanent Disablement (Home Duties) up until the expiry age of the benefit, the latest policy anniversary prior to your 65th birthday. • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation.
Transferability of superannuation benefits	<ul style="list-style-type: none"> • AIA Australia gives you the option to transfer your Superannuation Life Cover Plan to a non-superannuation plan prior to age 75 if you so wish. You may transfer the following to a non-superannuation plan, on offer by AIA Australia, without providing any medical evidence: <ul style="list-style-type: none"> - the Life cover; - the Total and Permanent Disablement cover; - the Total and Permanent Disablement Buy-Back cover; - the Double Total and Permanent Disablement cover; - the Universal Total and Permanent Disablement cover; - the Accidental Total and Permanent Disablement cover; - the Double Universal Total and Permanent Disablement cover; and - the Waiver of Premium cover. • This will be implemented on a cancel and replace basis and your premium will be based on your age at the time of the transfer

Superannuation Income Protection Plan (Agreed Value, Indemnity or Extended Indemnity)	Reasons for recommending AIA Australia
Superannuation Income Protection	<p>(Select either Income Protection or Income Protection Accident Only below)</p> <ul style="list-style-type: none"> • The Income Protection benefit will provide a monthly income benefit if you become disabled and are unable to work as a result of injury or sickness. • The Income Protection Accident Only benefit will provide you with a monthly income benefit if you become disabled and are unable to work as a result of an accidental injury only. <p>(Select either Agreed Value, Indemnity or Extended Indemnity below)</p> <p><u>Agreed Value (only available with Super Extras)</u></p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Agreed Value basis which means that your insured monthly benefit is agreed with AIA Australia at the time of your application and is based on your stated income at the time your application is submitted. • It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Agreed Value) from all sources. If your Pre-Disablement Income (Agreed Value) is capped at the greater of your average monthly income for the : <ul style="list-style-type: none"> - 12 consecutive months preceding the commencement of disablement; and - latest financial year preceding the commencement of disablement. <p>If the monthly benefit payable under the Superannuation Income Protection Plan is reduced due to this cap, the amount of such reduction can be paid under a linked Super Extras policy (if relevant).</p> <ul style="list-style-type: none"> • In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. The monthly benefit payable may be reduced so that it does not exceed 100 percent of your Pre-Disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). <p><u>Indemnity (available as a Super Only benefit or with Super Extras)</u></p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Indemnity basis which means that the benefit we pay you will be based on your income at or near the time of your claim. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim. • It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Indemnity) from all sources. In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. The monthly benefit payable may be reduced so that it does not exceed 100 percent of your Pre-Disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). <p><u>Extended Indemnity (available as a Super Only benefit or with Super Extras)</u></p> <ul style="list-style-type: none"> • Your Income Protection benefit has been structured using an Extended Indemnity basis which means that the benefit we pay you will be based on your best consecutive 12 months income over the three years prior to disablement. No financial evidence to support your income is required when you submit your application. However, financial evidence to verify your income must be submitted to AIA Australia at the time that you submit a claim.

Superannuation Income Protection Plan (Agreed Value, Indemnity or Extended Indemnity)	Reasons for recommending AIA Australia
Superannuation Income Protection	<ul style="list-style-type: none"> • It is a requirement under superannuation legislation that you cannot receive more than 100 percent of your Pre-disablement Income (Indemnity) from all sources. In these circumstances, the monthly benefit under the Superannuation Income Protection Plan may be reduced so that it does not exceed 100% of your Pre-disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). • AIA Australia will allow you to automatically increase your sum insured by the higher of the Consumer Price Index (CPI) or 5% each year to ensure that the value of your cover keeps pace with inflation. The monthly benefit payable may be reduced so that it does not exceed 100 percent of your Pre-Disablement Income. The amount of such reduction can be paid under the linked Super Extras policy (if relevant). <p>Select the appropriate benefit:</p> <ul style="list-style-type: none"> • Super Extras will provide you with a non-superannuation version of each benefit you have selected under the Superannuation Income Protection Plan (including Retirement Optimiser, Claim Escalation and Day 1 Accident optional benefits). • Income Protection benefits that cannot be paid under the Superannuation Income Protection Plan because they do not satisfy a permitted condition of release may be paid outside of the superannuation environment via Super Extras direct to you. • The following optional benefits are available under Super Extras via a linked superannuation Income Protection benefit: (Select either Advantage Optional or PLUS Optional benefit where applicable): <ul style="list-style-type: none"> - The Advantage Optional benefit (For occupation categories A1, A2, A3, A4, M, B, C, CT and D) provides the Specified Injury benefit, the Total Disablement – Multi Definition and the Partial Disablement – Multi Definition. <ul style="list-style-type: none"> > being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement provides the security of knowing that you will receive the benefit of the definition that favours you; duty, time and/or income, with the highest monetary payment each month; > the Specified Injury benefit pays a monthly benefit up to 60 months for a listed event under paralysis, loss or partial loss of various limbs and fracture of various bones due to injury. - The PLUS Optional benefit will provide a range of additional benefits to provide financial support and assist with recovery from injury or sickness, including: <ul style="list-style-type: none"> > six months advance payment on diagnosis of a listed Crisis Event; > (for occupation categories A1, A2, A3, A4, M, B, C, CT and D) being assessed under the Total Disablement – Multi Definition or the Partial Disablement – Multi Definition at time of disablement which provides the security of knowing that you will receive the benefit of the definition that favours you duty, time and/or income, with the highest monetary payment each month. • The Day 1 Accident benefit (30 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 30 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears. • The Day 1 Accident benefit (3 days) will provide 1/30 of the insured monthly benefit for each day that you are totally disabled until the end of the selected Day 1 Accident Benefit Period (30, 60 or 90 days), if you are totally disabled for at least 3 consecutive days due to an accidental injury. This benefit will be paid monthly in arrears or at the end of the disablement, whichever occurs first. • To ensure that your monthly benefit payments will keep pace with inflation, the Claim Escalation benefit will automatically increase your benefit annually by the CPI increase, up to a maximum of 5%, each year until the earliest to occur of, the end of your benefit period or the latest Policy Anniversary prior to your age 65.

Superannuation Income Protection Plan (Agreed Value, Indemnity or Extended Indemnity)	Reasons for recommending AIA Australia
Superannuation Income Protection	<ul style="list-style-type: none"> • The Retirement Optimiser benefit enables you to insure 5% of your pre-disablement income in superannuation contributions. The insured Retirement Optimiser amount will be paid into your SMSF or rolled over into your nominated complying superannuation fund by the trustee of the superannuation fund (depending on how you have structured the Retirement Optimiser benefit). • The Income Protection Lump Sum benefit may offer you, a Lump Sum benefit if you meet the definition of Total and Permanent Disablement (Own Occupation), up to a maximum of the lesser of: \$3,000,000 and 180 times your Insured Monthly Benefit. • The Carer's Allowance benefit will provide up to \$2,000 per month (up to a maximum amount of 25% of your insured monthly benefit) if you are required to give up work to care for your child, in accordance with the terms and conditions of the policy

AIA Australia

509 St Kilda Road
Melbourne VIC 3004
aia.com.au