LIA Guidelines on Policy Illustrations, Cover Page and Bundled Product Disclosure

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1. Purpose

1.1 As stated in the proposal form for all insurance policies, life insurers are required to provide each prospective buyer a copy of following documents, where applicable, in the following sequence together with Your Guide to Life Insurance and Your Guide to Health Insurance for life and health insurance policies respectively.

- Cover Page
- Policy Illustration
- Product Summary
- Bundled Product Disclosure

1.2 The objective of these Guidelines is to set out the requirements for policy illustrations, cover page and bundled product disclosure which include:

- Basis of illustration to ensure fair and consistent illustrations of policy benefits and charges, particularly benefits and charges of non- guaranteed nature
- Format of policy illustration, cover page and bundled product disclosure to ensure that information provided is proper, clear and adequate so that consumers can make an informed decision
- Other general requirements on policy illustrations

1.3 The scope of these Guidelines do not extend to health insurance policies for which MU 50/05 - Health Insurance: Industry Standards on disclosure & advisory sales process apply.

1.4 These Guidelines are intended to complement and supplement relevant regulations, notices, guidelines and any other directives issued by the MAS and other regulatory authorities. In the event of conflict, the regulatory provision shall apply.

2. Basis for illustrating policy benefits

Participating policies

2.1 Illustration of non-guaranteed benefits of participating policies requires setting relevant assumptions about the expenses, mortality and morbidity rates, and policy termination rates affecting the policies. In setting these assumptions, an insurer should not use a basis that would lead to higher illustrated values than when the insurer's best estimate assumptions are used. Where applicable, best estimate assumptions should be consistent with those used in the latest actuarial investigation.

2.2 To illustrate the volatility of the non-guaranteed benefits, the illustrations must be prepared on two scenarios of investment rates of return achieved by the investments of the participating fund. The two rates are used purely for illustrative purposes and do not represent upper and lower limits of the investment performance of the participating fund.

2.3 The two rates shown are net of any investment expenses. For Singapore dollar policies, the higher rate must not exceed A%. The lower rate must be at least 1.5% lower than the higher rate. Where the maximum higher rate of A% is not supportable in respect of any particular new product or new bonus series, an insurer should not proceed to illustrate at A%. For policies denominated in other currencies, the two rates for each currency are to be determined by the insurer. Please refer to Appendix VIII for the current prescribed A%.

2.4 The illustrated bonuses or cash dividends based on the higher rate should not be higher than the bonus or cash dividend scale that is currently granted to policies of this type. Where an insurer deviates from this requirement, the insurer must highlight the deviation and provide clear explanation on why it has chosen to illustrate at bonus rates or cash dividends which are higher than the prevailing rates.

2.5 The higher rate shall be reviewed by the LIA once every three years. The LIA may conduct ad-hoc surveys falling in between the three-year investigations, on a needs basis.

2.6 The total illustrated yield at maturity or total illustrated yield upon surrender is shown in the main policy illustration for the two scenarios of illustrated investment rates of return, X% and X%-1.5%.

a. For endowment plan, total illustrated yield at maturity will be shown.

b. For whole life plan, total illustrated yield upon surrender at age N will be shown. Age N is defined as entry age plus 40 years or age 65, whichever is later, subject to the company's maximum number of years shown on illustration. If the company's policy illustration has a maximum illustrated age that is less than Age N due to system constraints, the total illustrated yield upon surrender at the last illustrated age is used. If the company is not able to illustrate to Age N, i.e. last illustrated age is less than Age N, the company is required to seek LIA's concurrence before implementing such changes to the prescribed format. LIA will notify MAS with its assessment and recommendation. Where Age N is ≥ age of maturity of the whole life plan, total illustrated yield at maturity will be shown.

2.7 For products with cash payouts, including either guaranteed (e.g coupon) or non-guaranteed components (e.g. cash dividend), where insurers illustrate the accumulation option, it is required to illustrate two different rates of accumulation that are consistent with the illustrated investment rates of return of X% and X-1.5% respectively and subject to the same rule as described under section 2.3.

Investment-linked policies

2.8 Illustration of non-guaranteed benefits of investment-linked policies requires the use of illustrated investment returns and any charges imposed.

2.9 To illustrate the volatility of the non-guaranteed benefits, the illustrations must be prepared on two scenarios of investment rates of return, which are used purely for illustrative purposes and do not represent upper and lower limits of the investment performance of the investment-linked sub- funds.

2.10 The illustrated investment rates of return must not exceed B% per annum and C% per annum respectively, and must be gross of any annual management charges. Please refer to Appendix VIII for the current prescribed B% and C%.

2.11 The policy illustration shall carry the following disclaimer regardless of whether the customer selects one or more of these types of funds - money market fund, bond fund or balanced fund comprising more than 60% in fixed income.

> The uniform wordings of the disclaimer are as follows:
>
> Please note that if you select a money market fund or a fixed income fund, then returns of B% to C% could be considered high in many cases and unlikely to be achieved if the current low interest rate environment persists. You are strongly encouraged to speak to your financial adviser who would be able to provide further information on these funds - both for your initial fund selection and subsequently.

2.12 Any non-guaranteed charges included in the policy illustration must not be lower than the prevailing charges, or what the insurer intends to charge for the case of new products. Where the annual management charges included in the illustration are based on an assumed portfolio of funds which may differ from the actual funds selected, insurer must disclose this clearly.

2.13 The two illustrated investment rates of return shall be reviewed by the LIA once every three years. The LIA may conduct ad-hoc surveys falling in between the three-year investigations, on a needs basis.

Non-participating policies

2.14 Some non-participating policies provide non-guaranteed benefits such as products that credit interest at insurer's discretion (e.g. universal life), or products that provide non-discretionary non-guaranteed benefits (e.g. non- guaranteed benefit determined based on selected indices).

2.15 Illustration of non-guaranteed benefits of such products requires the use of illustrated investment returns (or crediting rates) and any charges imposed.

2.16 The illustrations must be prepared on two scenarios of investment rates of return or crediting rates to illustrate the volatility of the non-guaranteed benefits. The rate(s) for the higher scenario must not exceed the rate(s) supportable by underlying asset portfolio, and must not be higher than the prevailing rates or what the insurer intends to credit for the case of new products. For Singapore dollar policies, the higher rate(s) must not exceed A%. For policies denominated in other currencies, the higher rate(s) used should not be higher than the insurer's current crediting rates for each currency, provided they remain reasonable prospectively. Specific practice for universal life where the second scenario is to be illustrated at guaranteed crediting rate and maximum charges is stated in Appendix IV(d): Non-participating policies - universal life.

2.17 Any non-guaranteed charges included in the policy illustration must not be lower than the prevailing charges, or what the insurer intends to charge for the case of new products.

2.18 For non-participating policies providing non-guaranteed benefits (e.g. Universal Life), the total illustrated yield to maturity or total illustrated yield upon surrender will be shown in the main policy illustration for the two scenarios of investment rates of return or crediting rates and/or charges.

a. For endowment plan, total illustrated yield at maturity will be shown.

b. For whole life plan, total illustrated yield upon surrender at age N will be shown. Age N is defined as entry age plus 40 years or age 65, whichever is later, subject to the company's maximum number of years shown on illustration. If the company's policy illustration has a maximum age illustrated that is less than Age N due to system constraints, the total illustrated yield upon surrender at the last illustrated age is used. If the company is not able to illustrate to Age N, i.e. last illustrated age is less

than Age N, the company is required to seek LIA's concurrence before implementing such changes to the prescribed format. LIA will notify MAS with its assessment and recommendation. Where Age N is ≥ age of maturity of the whole life plan, total illustrated yield at maturity will be shown.

2.19 For non-participating policies with guaranteed benefits only, except Term plans, the total illustrated yield to maturity or total illustrated yield upon surrender will be shown in the main policy illustration.

a. For endowment plan, total illustrated yield at maturity will be shown.

b. For whole life plan, total illustrated yield upon surrender at age N will be shown. Age N is defined as entry age plus 40 years or age 65, whichever is later, subject to the company's maximum number of years shown on illustration. If the company's policy illustration has a maximum age illustrated that is less than Age N due to system contraints, the total illustrated yield upon surrender at the last illustrated age is used. If the company is not able to illustrate to Age N, i.e. last illustrated age is less than Age N, the company is required to seek LIA's concurrence before implementing such changes to the prescribed format. LIA will notify MAS with its assessment and recommendation. Where Age N is ≥ age of maturity of the whole life plan, total illustrated yield at maturity will be shown.

2.20 For products with cash payouts, including either guaranteed (e.g coupon) or non-guaranteed components (e.g. cash dividend), where insurers illustrate the accumulation option, it is required to illustrate two different rates of accumulation that are consistent with the illustrated investment rates of return of X% and X-1.5% respectively and subject to the same rule as described under section 2.3.

3. Basis for illustrating policy charges (i.e. distribution cost and total deductions)

3.1 For all individual life insurance policies (i.e. participating, non-participating and investment-linked), insurers are required to disclose in the policy illustrations distribution cost and total deductions of the policy.

3.2 The basis for determining distribution cost is set out in Appendix I.

4. Format of main policy illustrations

4.1 Insurers are required to comply with the format of the main policy illustrations for each product type, as follows:

- Participating policy – Appendix IV(a)
- Investment-linked policy – Appendix IV(b)
- Non-participating policy – Appendix IV(c),(d) or (e)
- Direct Purchase Insurance policy – Appendix IV(f) or (g)

4.2 Products such as variable annuity and portfolio bond may be subsumed under the format for non-par or ILP depending on the product design. More columns may be added to reflect additional features not covered in the prescribed formats.

4.3 Illustrations of benefits should be shown for the first ten years of the policy and at every fifth year thereafter. Insurers may choose to show benefits at other durations if they believe it helps to better communicate the specific product features (e.g. limited premium payment terms; triennial cash payments). For longer term policies, benefits are allowed to be illustrated beyond the later of 40th policy year or age 65 of the Life Assured, at every fifth year. For whole life policies, insurers may choose to show benefits at a particular age (typically at age 100), which could be beyond the 40th policy year (at every fifth year), to cater to policyholders who wish to focus on endowing the contract at such an age.

4.4 For cases where policies provide additional benefits that are not covered in the prescribed format or where some benefits in the prescribed format are not applicable, insurers may make corresponding changes to the prescribed format. However, any such changes should be done in a manner that is consistent with the bases for illustrating policy benefits and charges as set out in Sections 2 and 3 above. Insurers are required to seek LIA's concurrence on such changes to the prescribed format. Further, insurers should write to the LIA regarding their new products and policy illustration formats for concurrence.

4.5 Compulsory riders should be included in the main policy illustration since the riders cannot be unbundled. Total premium will include the compulsory riders' premium to be consistent with the benefit and policy charges shown in the main policy illustration. Header in the policy illustration should show "Total Premiums" if compulsory riders are included rather than "Total Basic Premiums".

4.6 For products with multiplier minimum protection value (MPV), it should be illustrated in separate column from guaranteed death benefit. For years when the multiplier benefit is effective, total death benefit is the higher of the MPV OR guaranteed death benefit plus non-guaranteed death benefit.

4.7 In addition to the main policy illustrations, insurer must include additional illustrations (i.e. supplementary illustrations) for benefits, e.g. rider benefits that are not reflected in the main illustrations. Any supplementary illustration for a rider should follow its main policy illustration format in accordance to the format for each product type as prescribed in Appendix IV, subject to flexibility being given where using the main policy illustration format would not be suitable or appropriate.

4.8 On products with cash payouts, including either guaranteed (e.g coupon) or non-guaranteed components (e.g. cash dividend), insurers can illustrate either paid-out or accumulation option in the main policy illustration, according to the policyholder's selected option at the point of sale. Insurers that illustrate both options can decide which option to illustrate in the main policy illustration or supplementary illustration.

4.9 To prevent the creation of any bias for the paid-out or accumulation option, there must be consistency of treatment in the Effect of Deductions (EOD). If the main policy illustration shows the paid-out option, surrender value in EOD will be adjusted to include past cash payouts accumulated with interest. Company specific non-guaranteed cash payout accumulation interest rate will be used to accumulate the cash payout. Similar to illustrated investment rates of return, there will be two non-guaranteed accumulation rates to accumulate the cash payouts and it will be lower than illustrated investment rates of return for participating policy. Since the surrender value in EOD is not consistent with the main policy illustration, the difference needs to be explained.

If the main policy illustration illustrates the accumulated option, surrender value in EOD and main policy illustration is consistent. No further adjustments or explanation is necessary.

4.10 If insurer does not allow cash payouts to be accumulated for a particular plan, the cash payouts should still be included with the surrender value in EOD without any interest accumulation.

4.11 There is a requirement for the main policy illustration to be signed off with a record to be kept. Provision of a copy of the duly signed page(s) of the illustration to the client is an optional requirement.

- **Objective**

  It provides for proper disclosure and acknowledgement of information shown in the compulsory illustration and in particular, in respect of cash values, other values and whether the illustrated benefits are guaranteed or non-guaranteed.

- **Practical requirements**

1. Signatures of client and financial adviser
   1.1 The signatures of the prospective buyer and the financial adviser must be obtained, which may be signed on any type of paper bearing the relevant page(s) of the illustration, such as photocopy, facsimile copy or computer printout.
   1.2 For third-party policies, the signature of the policy-owner is required; for joint-lives, the signatures of the two lives assured are required.

2. Relevant pages to be signed
   2.1 **For hardcopy submission**, both the client and the financial adviser must sign on each and every page in which any projected values are illustrated or stated; or any footnotes including precautionary statements and qualifications) are printed.

   2.2 **For electronic submission**, a single electronic sign off on the last page of the policy illustration by both client and financial adviser is allowed on condition that the client is required to acknowledge that:

      a) the financial adviser has explained the values / key benefits / information in the cover page, policy illustration, product summary and product highlight sheet (where applicable) to his/her satisfaction; and

      b) the client has read through all the pages of the cover page, policy illustration, product summary and product highlight sheet (where applicable) and understands the benefits of the plan.

5. Other requirements on policy illustrations

5.1 Information provided including statistics and examples shall not be misleading or give unrealistic illustrations.

5.2 Any precautionary statements, warnings, exclusions, disclaimers or qualifications should appear in the same print size as the rest of the text for the page in question.

5.3 Advices regarding the consequences of early withdrawal / termination and non-disclosure / misstatement on the part of the policyholder should be clearly and explicitly stated.

Where the yield to maturity is indicated, the prospective buyer should be advised of the possible loss on early termination of the policy.

5.4 The term, “risk-free” or any other similar terms must never be used in any circumstances.

5.5 The term, “tax-free” or any other similar terms may be used only in relation to personal life insurance plans (and not to business insurance plans), provided it is qualified by the following uniform statement:

“Under the present Singapore tax laws, proceeds of a personal life insurance policy are not subject to income tax”.

5.6 Any reference to past performance shall include a warning that past performance is not necessarily a guide to future performance.

5.7 Insurers must include an additional column to illustrate the annual premium for renewable plans.

5.8 Where the premium rate is not guaranteed throughout the duration of the contract, this feature should be indicated by a uniform warning statement as follows:

"Please note that premium rates/charges for W_i, W_{ii} and W_{iii} are not guaranteed. These rates may be adjusted based on future experience"

5.9 Premiums on which GST is payable should be disclosed as "including GST"; and with a Note: "Note: The prevailing rate of GST is subject to change."

5.10 Where the insurer has a lien on juvenile policies, the fact and effect of such lien are to be disclosed or illustrated, as appropriate.

5.11 Any benefit features or charges that apply for part of a year should be disclosed such that the customer can understand the impact on cash value or death benefit.

5.12 For CPFIS-included policies, the uniform statement provided by the CPF Board on CPF interest rates shall be stated. The uniform wordings are issued under the Member Circular (MC) for CPFIS: Disclosure Statement on CPF Interest Rates. As of April 2018, refer to MC92/16. This may be updated in future MC issued.

5.13 Total Distribution Cost (TDC) should be illustrated in a separate table not in the same table with other policy value illustration.

6. Format of cover page

6.1 The cover page is required for all participating life policies and non-participating life policies except for those mentioned in Section 6.2 below.

6.2 The cover page is not required for the following product type:

- Investment-linked policies
- Optional riders
- Integrated Shield, ElderShield basic/supplementary and Accident & Health basic policies
- Dependant Protection Scheme

6.3 Tranche products are in scope for cover page, even if the policy illustration is static.

6.4 Compulsory riders should be included in the cover page.

6.5 Insurers are required to comply with the format of the cover page for each product type, as follows:

• Participating policy – Annuity product	Appendix V(a)
• Participating policy – Endowment product	Appendix V(b)
• Participating policy – Whole Life product	Appendix V(c)
• Direct Purchase Insurance policy – Participating Whole Life product	Appendix V(d)
• Direct Purchase Insurance policy – Non-Participating Term product	Appendix V(e)
• Non-Participating policy – Annuity product	Appendix V(f)
• Non-Participating policy – Endowment product	Appendix V(g)
• Non-Participating policy – Term product	Appendix V(h)
• Non-Participating policy – Universal Life product	Appendix V(i)
• Non-Participating policy – Whole Life product	Appendix V(j)

6.6 Insurers are required to follow the standardized wordings. Any specific elaboration to be included as separate paragraphs or sentences in the cover page. If such elaboration is needed, the company should seek LIA's concurrence on such changes at least 45 days before intended publication. LIA would then notify MAS with its assessment and recommendation 1 month before intended publication.

6.7 For products that are not covered by the prescribed format, the insurers may propose changes to the prescribed format and seek LIA's concurrence on such changes at least 45 days before intended publication. LIA would then notify MAS with its assessment and recommendation 1 month before intended publication.

6.8 For universal life plans, if any of the charges are guaranteed, insurers should state the charges that are guaranteed and seek LIA's concurrence on the proposed wording to be included in the cover page.

6.9 Signature requirement for cover page will follow the main policy illustration as mentioned under Section 4.10.

6.10 The basis for determining investment returns and total expense ratio (TER) are set out in Appendix II and III respectively.

7. Format of bundled product disclosure

7.1 The bundled product disclosure is required for all participating life policies and non-participating life policies except for those mentioned in Section 7.2 below.

7.2 The bundled product disclosure is not required for the following product type:

- Insured below age 18 (regardless of whether the insurer has term plan for age below 18)
- Annuities
- Universal life products
- Non-SGD denominated products
- Investment-Linked products
- Term life products
- Optional riders
- Integrated Shield, ElderShield basic/supplementary and Accident & Health basic policies
- Dependant Protection Scheme
- Products with death benefits with or less than 110% of premiums/surrender value in the first policy year

7.3 There is currently no bundled product disclosure template tailored for joint lives products as there is no such product offered in the industry. Where an insurer intends to offer such product, insurers should inform LIA and MAS.

7.4 Tranche products are in scope for bundled product disclosure, even if the policy illustration is static.

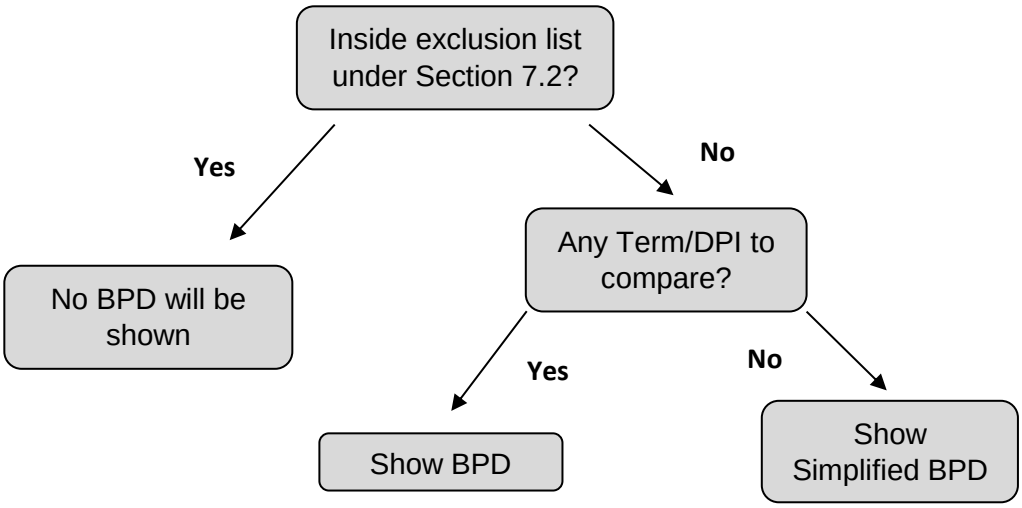
7.5 Compulsory riders should be included in the bundled product disclosure.

7.6 Insurers are required to comply with the format of the bundled product disclosure for each product type as follows:

• Participating policy – Endowment with Cash Payout	Appendix VI(a)
• Participating policy – Endowment without Cash Payout	Appendix VI(b)
• Participating policy – Whole Life with Cash Payout	Appendix VI(c)
• Participating policy – Whole Life without Cash Payout	Appendix VI(d)
• Non-Participating policy – Endowment	Appendix VI(e)
• Non-Participating policy – Whole Life	Appendix VI(f)
• Direct Purchase Insurance policy – Whole Life	Appendix VI(g)
• Policies with no comparable Term/DPI – Simplified bundled product disclosure	Appendix VI(h)

7.7 Insurers should show the most comparable term plan as a product for comparison. If both DPI term plan and non-DPI term plan are available for comparison, insurers can display either of the term plan in the bundled product disclosure. Simplified bundled product disclosure will be used only when there is no term plan available (i.e. no DPI term plan and non-DPI term plan) or if the insurer has a comparable term product but the same entry age is not available for comparison (e.g. insured is age 70, but the term plan is only up to age 65). For DPI Whole Life plan, DPI term plan should be used for comparison.

When to show Bundled Product Disclosure (BPD)?



7.8 Insurers are required to follow the standardized wordings. For products that are not covered by the prescribed format, the insurers may propose changes to the prescribed format and seek LIA's concurrence on such changes at least 45 days before intended publication. LIA would then notify MAS with its assessment and recommendation at least 1 month before intended publication.

7.9 Insurers may prepare the templates according to their own corporate design. In this regard, insurers should ensure that the bundled product disclosure is reader-friendly and clear to consumers. As the usage of pictorials and icons in the prescribed templates can enhance the readability and clarity of the document, insurers should consider incorporating them where possible even though they are not mandatory.

7.10 There is no signature required from the client for Bundled Product Disclosure.

7.11 Policy Term

- The policy term for the DPI Term or non-DPI Term plan chosen should be identical to the bundled product as far as possible. If this is not available, insurers should choose the next longer tenure for DPI Term or non-DPI Term plan.

- The longest tenure of DPI Term or non-DPI Term plan could still be shorter than the bundled product.

- Insurers to adopt own business rules for term plans with different premium term.

- Insurers should exclude renewable term as premium rates beyond the current term are not guaranteed, except where the bundled product has a 5-year or less tenor, of which 5-year renewable term can be used.

7.12 Sum Assured (SA)

- For level SA products, SA of $100,000 is to be used for bundled product, DPI Term and non-DPI Term plan and include disclaimers to indicate that the actual SA may be different or higher, depending on product rules.

- For non-level SA products (e.g. multiplier products), initial death benefit of $100,000 is to be used for bundled product. This should be compared with non-DPI Term/DPI Term of $100,000 SA. E.g. SA of bundled product with multiplier can be calculated by $100,000 divided by multiplier.

  a. Insurers should engage LIA and MAS on the proposed format of disclosure before launching the following types of multiplier products, which have features that deviate from current multiplier products available in the market. Insurers should engage LIA for concurrence at least 45 days before intended publication. LIA to assess and recommend to MAS at least 1 month before intended publication. This includes but are not limited to features or benefits such as:

     i. multiplier products, which do not provide consumers with multiplier benefit up to or past age 65;

     ii. multiplier products, which provide fewer than 20 years of multiplier benefit (i.e. duration is pegged at fewer than 20 years, regardless of consumers' entry ages); and

     iii. multiplier products with receding multiplier benefit.

7.13 Premium

- Annual premium mode should be used for regular premium products.

- For product with different underwriting class, standard life from Singapore should be used (loading is not included). This is consistent with information displayed on the Web Aggregator.

- For bundled product with compulsory riders, the benefit and premium will include these riders.

- Initial premium is shown though the premium can increase or decrease in subsequent years. For example, a generic disclaimer could be inserted for a

Term plan with increasing or decreasing premiums or earlier expiry of compulsory riders.

"The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your financial adviser for details of the premium schedule."

- Total premiums paid for term plan may exceed that of total premiums paid for bundled product. Negative investment values should be shown. Financial advisers are expected to understand and be able to explain with the help of disclaimers/ explanatory notes to be added to the bundled product disclosure.

7.14 Basis for the illustration years

(a) Illustration years follow the bundled product even if the tenure of term plan or DPI term plan is longer.

(b) Computation of the total illustrated yield is based on age at maturity for endowment plans and total illustrated yield upon surrender is based on Age N for whole life plans in the bundled product disclosure. Age N is defined as entry age plus 40 years or age 65, whichever is later, subject to the company's maximum number of years shown on illustration. If the company's policy illustration has a maximum illustrated age that is less than Age N due to system constraints, the total illustrated yield upon surrender at the last illustrated age is used. If the company is not able to illustrate to Age N, i.e. last illustrated age is less than Age N, the company is required to seek LIA's concurrence before implementing such changes to the prescribed format. LIA will notify MAS with its assessment and recommendation. The basis of computation should be consistent across the cover page, policy illustration and bundled product disclosure. The computation should include the premiums of compulsory riders.

(c) Endowment plan

Policy Term	5 to 10	11 to 20	21 to 30	31 & above
Policy years to illustrate	Year 5 (for 6 to 10)	Year 5	Year 10	Year 10
	@Maturity	Year 10	Year 20	Year 20
		@Maturity	@Maturity	Year 30
				@Maturity

- The total illustrated yield at maturity will be shown for endowment plan.

- Example:

Policy Term	5	9	23	34
Policy years to illustrate	Year 5	Year 5	Year 10	Year 10
		Year 9	Year 20	Year 20
			Year 23	Year 30
				Year 34

(d) Whole Life Plan

a. Generalised rules for the last row of illustration for bundled product disclosure - policy year 40 or age 65, whichever is later, subject to the company's maximum number of years shown on illustration or year of maturity of the policy.

Age at Entry	19-25	26 & above
Policy years to illustrate	Year 10	Year 10
	Year 20	Year 20 or last illustration year or year of maturity of the policy*
	Year 30	Year 30 or last illustration year or year of maturity of the policy*
	@Age 65	Year 40 or last illustration year or year of maturity of the policy*

*whichever occurs first

- The total illustrated yield to maturity or yield upon surrender is also calculated at policy year 40 or age 65 whichever is later, subject to the year of maturity of the policy. Same as the main policy illustration as described under Section 2.6.

- Example:

Age at Entry	23	60	70
Policy years to illustrate	Year 10	Year 10	Year 10
	Year 20	Year 20	Year 20
	Year 30	Year 30	@Age 99**
	@Age 65	@Age 99**	

**assume the last age of shown on illustration or year of maturity of the policy is at age 99

7.15 Other considerations

- For hybrid product between participating plan and investment-linked plan, Participating policy template should be used. Compulsory investment-linked plan riders will not be included in bundled product disclosure due to different illustrated investment rate of return used in the main policy illustration.

- For a new/re-priced DPI Term plan or non-DPI Term plan launched in between proposal and policy issuance, the re-issuance of policy illustration is subject to company rules.

a. In most cases where a new policy illustration is not required, there is no need to provide the revised bundled product disclosure. The bundled product disclosure is presented at the point of sales. If the customers decide to buy term and invest the rest, the decision could have been made at that point, and hence the comparison is no longer relevant at the time of policy issuance.

b. If a new policy illustration is required before the policy is issued, then a new cover page and bundled product disclosure should also be provided to the customer for completeness and consistency.

8. Compliance and annual certification

8.1 All insurers are required to ensure that all policy illustrations, cover page and bundled product disclosure are prepared in a manner that is in compliance with the Guidelines.

8.2 The Chief Executive and the Appointed Actuary of each insurer are required to provide annual certification to LIA on the insurer's compliance to the Guidelines, in the form as set out in Appendix VII.

1. Scope

1.1 All individual life insurance policies sold via any channel of distribution/sales process except Direct Purchase Insurance (DPI) and,

1.2 Group policies with characteristics similar to individual policies, where the buying decision is made by the individual, not the Employer, e.g. Group Endowment, Group MRTA.

2. Guiding Principles

2.1 Total Distribution Cost

Remuneration structures offered by different insurance companies to different distribution channels can vary significantly. As such, the best approach to ensure consistency in disclosure of total distribution cost between different insurance companies via various channels of distribution is to determine total distribution cost of each remuneration structure separately.

2.2 Best Estimate

The cost of some remuneration items is dependent on future business volume, persistency, rank of salesperson or other factors that cannot be pre-determined. The appointed actuary should adopt the Best Estimate approach in calculating the cost of such items.

3. Distribution Cost

3.1 There are two major components of distribution cost:

3.1.1 Cash Payments

This includes all payments made to the salesperson, such as basic commissions, overriding commissions, production bonuses, salaries and other cash incentives.

3.1.2 Cost of Benefits and Services

This includes all non-monetary benefits given, and services provided to the salesperson.

Examples of Benefits and Services items are subsidised loans, sales convention, insurance cover, office accommodation and equipment, general stationery.

For more details, see enclosed **"Disclosure of Distribution Cost - Calculation Proforma"** at the end of this Appendix.

3.2 There may be circumstances where the insurance company believes that a straight addition of all the disclosable costs may give rise to a misleading result. One such situation might be the start-up of a new company where the very high initial overhead costs of establishing distribution channels are being met out of shareholders´ capital rather than expense loadings. For equivalence with established insurance companies, it may be appropriate in this situation for some of the otherwise disclosable costs to be excluded, provided that all the following conditions are met.

3.2.1 Sufficient finance is or will be demonstratively available from the shareholders´ funds to meet such expenses as they arise. Where the expenses which will be met from shareholders´ funds are expected to persist for most or all of the policy duration, it is particularly important that the appointed actuary can demonstrate how, on realistic assumptions, those expenses will never fall upon policyholders´ asset shares.

3.2.2 A firm commitment should exist that the resultant expense assumptions will be used as the basis for determining asset shares for the relevant policies both immediately and in the future. A Board minute to this effect would typically be appropriate evidence.

3.2.3 Any reductions in incurred costs anticipated in future years should be evidenced by definite business plans on, in the opinion of the appointed actuary, realistic assumptions.

4. Distribution Channels

4.1 Determination of distribution cost for various distribution channels:

4.1.1 Brokers
Total cash payments and cost of benefits and services provided to the broking firm.

4.1.2 Agents
Total cash payments and cost of benefits and services provided to the agency force.

4.1.3 Fixed Salary/Cost channels
Apportionment of total costs over individual contracts in a way, which reflects the value of the contract to the insurance company.

4.1.4 “Related” Distribution channel
In cases where the distribution channels are related to the insurance company (e.g. bank owning the insurance company), the distribution cost can be depressed as some of the “disclosable” activities are performed by the insurance company instead. In such cases, an adjustment should be made to the distribution cost to reflect the savings enjoyed by the bank in not having to perform those same distribution related activities.

5. Construction of Distribution Cost Scale – General

5.1 The appointed actuary is responsible to derive distribution cost scale using the Best Estimate approach. The scale for each remuneration structure/distribution channel can be developed based on the average experience of the channel. However, for companies with more than one remuneration structure/distribution channel, the distribution cost scale should be calculated separately for each to the extent that they are materially different.

5.2 Estimation of Cash Payments (variable component) and Cost of Benefits & Services should normally be based on the most recent relevant experience. Deviation is allowed when:

(i) The appointed actuary has reasonable grounds to believe that the remuneration for the period concerned will be higher than that implied by the experience; or

(ii) The appointed actuary has strong grounds to believe that the remuneration for the period concerned will be lower than that implied by the experience; or

(iii) There is no such experience available, in which case the estimation should be based on business plans, which the appointed actuary has strong grounds to believe, are achievable.

5.3 Distribution cost scale should be split into new business distribution cost scale and renewal distribution cost scale. The split of Cost of Benefits and Services into new business cost and the renewal cost should be assessed directly in relation to the work carried out by the salespersons. It may not be appropriate to assume that the split bears the same ratio as new business cash payments bear to renewal cash payments.

6. Construction of Scale- Suggested Methods

6.1 New Business Distribution Cost Scale =
New Business Cash Payment Scale + New Business Cost of Benefits & Services Scale.

6.2 New Business Cash Payment Scale =
First year/New Business basic commission rates + Adjustments for all other New Business cash payments, e.g. override, production bonuses etc, expressed as percentage of basic commissions.

Adjustments can be derived based on average experience of all products for each remuneration structure.

6.3 New Business Cost of Benefits & Services Scale =
New Business Uplift Factor x New Business Cash Payment Scale.

6.4 New Business Uplift Factor =
New Business Cost of Benefits & Services/New Business Cash Payments.

6.5 New Business Cash Payments and Cost of Benefits & Services refer to the total cost of these items based on the most recent relevant experience (with appropriate adjustments if required) for each remuneration structure.

6.6 Similar process can be adopted to derive Renewal Cash Payments Scale and Renewal Cost of Benefits & Services Scale.

6.7 Cash Payments Scale and Cost of Benefits & Services Scale derived when applied to anticipated new and renewal businesses should reproduce the anticipated Cash Payments and Cost of Benefits & Services for each remuneration structure.

7. Review of Distribution Cost Scale

7.1 The appointed actuary should advise the Company if at any time the appointed actuary becomes aware that the remuneration figures have become misleading.

7.2 A review should take place at least annually.

Disclosure of Distribution Costs - Calculation Proforma

The purpose of this proforma is to provide guidance on the calculation of loading factors for non-commission cash payments and the costs of benefits and services.

<u>Total Individual Life Business:</u>

		Cash Payments	Overall	Agency	Brokers	Bank Channel	Direct Marketing
a	(1) (2)	Single prem commission Regular prem 1st year commission Total 1st year commission					
	(3)	1st year override 1st year production bonuses Other 1st year cash payments : - Promotion Compensations - Manager Clerical Allowance Etc					
b		Total additional 1st year cash payments					
c=a+b		Total 1st year cash payments					
		FYCP_fac = b / a					
NB: This assumes that (3) is based on (1) and (2). Where this is not the case, modification would be required. The above calculation will also be used to derive the cash payments factor for Single Premium business							
d		Regular prem 2nd year comm.					
		2nd year override Other 2nd year cash payments: - Production bonuses - Promotion Compensations - Manager Clerical Allowance - Career Benefits - Agency Leader Expense Allowance - Persistency Incentive Etc					
e		Total additional 2nd year cash payments					
f=d+e		Total 2nd year cash payments					
		SYCP_fac = e / d					
g		Regular prem 3rd year comm.					
		3rd year override Other 3rd year cash payments: - Production bonuses - Promotion Compensations - Manager Clerical Allowance - Career Benefits - Agency Leader Expense Allowance - Persistency Incentive Etc					
h		Total additional 3rd year cash payment					
i=g+h		Total 3rd year cash payments					
		TYCP_fac = h / g					

j k l=j+k		Regular prem 4th year onwards comm Overrides Other 4th year cash payments: - Production bonuses - Promotion Compensations - Manager Clerical Allowance - Career Benefits - Agency Leader Expense Allowance - Persistency Incentive Etc Total additional 4th year onwards cash payment Total 4th year onwards cash payments 4thYCP_fac =k / l	
m=f +i+l		Total renewal year cash payments	
Note : Alternatively, if splits are not available or not relevant, SYCP_fac to 4thYCP_fac can be grouped as RYCP_fac			

		Cost of Benefits & Services provided to intermediary	Overall	Agency	Brokers	Bank Channel	Direct Marketing
		Office Rental Allowance / Cost Office Communications Costs Computer hardware and software Cost of sales staff salaries (where not related to a single sale) Costs of employee benefits and other personnel costs Cost of office insurance covers Cost of sales convention Cost of prizes and awards Cost of sales promotions Cost of financial schemes (e.g. loan subsidies) Cost of office supplies/ stationery Third party fees incurred by the distribution channel (e.g. compliance monitoring) Cost of year start production kick-off (and similar events) Costs of agency support services Costs of agency recruitment Total Cost of Benefits & Services **Allocation to 1st year / new business acquisition** Office Rental Allowance / Cost Office Communications Costs Computer hardware and software Cost of sales staff salaries (where not related to a single sale) Costs of employee benefits and other personnel costs Cost of office insurance covers Cost of sales convention Cost of prizes and awards Cost of sales promotions Cost of financial schemes (e.g. loan subsidies) Cost of office supplies/ stationery Third party fees incurred by the distribution channel (e.g. compliance monitoring) Cost of year start production kick-off (and similar					

		events) Costs of line management support Costs of agency support services Costs of agency recruitment	
n		1st year cost of benefits & services **Allocation to renewal years / servicing** Office Rental Allowance / Cost Office Communications Costs Computer hardware and software Cost of sales staff salaries (where not related to a single sale) Costs of employee benefits and other personnel costs Cost of office insurance covers Cost of sales convention Cost of prizes and awards Cost of sales promotions Cost of financial schemes (e.g. loan subsidies) Cost of office supplies/ stationery Third party fees incurred by the distribution channel (e.g. compliance monitoring) Cost of year start production kick-off (and similar events) Costs of agency support services Costs of agency recruitment	
o		Renewal year cost of benefits & services	
p		FYCoB&S_fac = n / c	
The above calculation will also be used to derive the cost of benefits and services factor for Single Premium business			
q		RYCoB&S_fac = o / m	

In dealing with some items the allocation can be clear-cut. Other items will not be clear-cut such as:

a) In dealing with the costs related to departments which provide a support service specifically to the different channels. E.g. the company may be providing promotional support to more than one channel. Such costs should be allocated between different channels as objectively as possible by the Appointed Actuary. For example the costs of promotional support may be allocated according to the expected $ of premium to be generated by each channel as a direct result of this support.

b) In determining the allocation of items under cost of benefits and services the Appointed Actuary needs to determine which expenses relate to production only and which relate to servicing of existing business. For example in the case of overhead items the Actuary will need to determine the basis of allocation between new business and renewals.

c) Where indicated above the formula will be used to determine the factors for single premium business

Basis to determine investment return

1. Investment return for year n = i / [($Asset^{IR}_{n-1}$ + $Asset^{IR}_{n}$ – i)/2] where;
   i = investment income less investment expenses for the year

   $Asset^{IR}_{n}$ = policy assets at the end of year n

   The investment income should be derived from the policy assets used in the denominator, investment income not derived from the policy assets should not be included.

2. For the 3, 5 and 10 years average, geometric average should be used.

   For example: 3 years average = $[(1+i_1) \times (1+i_2) \times (1+i_3)]^{(1/3)} - 1$

3. Investment return is disclosed at sub-fund level.

Appendix III: Basis to determine Total Expense Ratio (TER)

Basis to determine Total Expense Ratio (TER)

1. Total expense ratio for year n = Total expense for year n / [($Asset^{TER}_{n-1}$ + $Asset^{TER}_{n}$)/2] where;

   $Asset^{TER}_{n}$ = assets at the end of year n

2. $Asset^{TER}$ is defined as:

   policy assets plus policyholder benefits left on deposit with the company. Policy assets are as per defined in MAS form Annex 1k as total assets less surplus account less other liabilities. Advance premiums is not included as part of assets.

3. Total expenses is defined as:

   the investment, management, distribution, tax and other expenses as per row 4, 9, 10, 13 and 14 of MAS form 2. Policyholders' benefits are excluded, for example, interest credited to cash benefits left on deposit with the company and cost of conversion options, if they are reported within the rows noted above.

4. For the 3, 5 and 10 years average, the weighted average by average $Asset^{TER}$ is used.

5. The minimum requirement is for TER to be disclosed at the fund level.

Appendix IV (a): Main PI format – Participating policy

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

Please note that your policy provides a combination of (1) guaranteed benefits and (2) non-guaranteed benefits in the form of bonuses / cash dividends. The bonus rates / dividend scales used in this illustration are not guaranteed and may vary according to the performance of the Participating Fund.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

If you need clarification please do not hesitate to ask your financial adviser.

Appendix IV (a): Main PI format – Participating policy

Policyholder and plan details

Proposed insured:	Prospect [Affix signature]	Prepared by:
Age next birthday:	35	Date:
Sex:	M	
Smoker/Non-smoker:	NS	
Plan:	ABC Endowment Plan	
Sum insured:	$	
Annual premium:	$	
Term:	20	

Policy illustration

End of Policy Year/Age	Total [Basic] Premiums Paid To-date	DEATH BENEFIT				
		Guaranteed (S$)	Illustrated at [X-1.5%] investment return		Illustrated at [X%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						

End of Policy Year/Age	Total [Basic] Premiums Paid To-date	SURRENDER VALUE				
		Guaranteed (S$)	Illustrated at [X-1.5%] investment return		Illustrated at [X%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						

		MATURITY VALUE				
20/55						

Appendix IV (a): Main PI format – Participating policy

Based on the Illustrated Investment Rate of Return of the Participating Fund:

At [X%] p.a., your total Illustrated Yield [at maturity (for endowment plan)] / [upon surrender at age N (for Whole Life plan)] is D % p.a.

At [X - 1.5%] p.a., your total Illustrated Yield [at maturity (for endowment plan)] / [upon surrender at age N (for Whole Life plan)] is E % p.a.

What is the significance of the Illustrated Investment Rate of Return?

The illustrations have been prepared on two assumptions regarding the investment rate of return achieved by the investments of the Participating Fund. The two rates [X%] p.a. and [X-1.5%] p.a., are purely illustrative and do not represent upper and lower limits on the investment performance of the Participating Fund. The two rates shown are net of any investment expenses.

The higher Illustrated Investment Rate of Return does not exceed the maximum long-term illustration investment rate of return (currently A%), which has been set by the Life Insurance Association, Singapore.

[Where the bonus rates (or cash dividend scales) implied by the illustrated non-guaranteed values exceed the prevailing bonus rates (or cash dividend scales], state the implied bonus rates (or cash dividend scales) and provide clear explanation why higher bonus rates (or cash dividends) are used in the illustrations.]

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the benefits that you may receive. Please note that investment performance is not the only factor that will affect the benefits that you will receive. Other factors such as the actual level of death claims, disability claims, expenses incurred and other terminations on the Participating Fund will also have a bearing on the benefits that you will receive.

As the bonus rates (or cash dividends) used for the benefits illustrated above are not guaranteed, the actual benefits payable may vary according to the future experience of the Participating Fund.

What is the Illustrated Yield [*at Maturity or upon Surrender]?

The Illustrated Yields [*at Maturity or upon Surrender] represent the annualised investment return you may receive upon the [maturity: for endowment product] / [surrender of the policy at the age of [N]: for whole life product], net of the cost of insurance and the expenses incurred, based on the Illustrated Investment Rates of Return of the Participating Fund at X% and [X-1.5%].

The Illustrated Yields are not guaranteed and do not represent upper and lower limits on the yield you could receive on this Participating policy.

As the bonus rates (or cash dividends) used for the benefits illustrated above are not guaranteed, the actual benefits payable may vary according to the future experience of the Participating Fund. Every year, you will be informed of the actual bonus rates or cash dividends (if any) of your Participating policy for that year. You can refer to the Product Summary for more information on the illustrated bonus rates for this product. You can also refer to Your Guide to Participating Policies to find out how bonus is determined.

Please note that the guaranteed benefit you receive upon the [maturity of the policy: for endowment product] [surrender of the policy at the age of [N]: for whole life product] may be less than the total premiums paid.

Appendix IV (a): Main PI format – Participating policy

What is the impact of deductions on what you might get back?

The following table illustrates the effect that deductions will have on the amount you get back on surrender or maturity. It also highlights the cost of surrendering the policy early.

Table of deductions							
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEDUCTIONS					
		Illustrated at [X-1.5]% investment return			Illustrated at [X%] investment return		
		Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Total Surrender Value (S$)	Value of [Basic] Premiums Paid To-date	Effect of Deductions To-date (S$)	Total Surrender Value (S$)
1/36							
2/37							
3/38							
4/39							
5/40							
6/41							
7/42							
8/43							
9/44							
10/45							
15/50							
20/55							

What do the columns in the table of deductions mean?

1. "Value of Premiums Paid To-date" is obtained by accumulating the premiums paid to date at the Illustrated Investment Rate of Return, assuming that you were able to invest all of your premiums without deduction for the cost of insurance and without incurring any expenses.

2. The difference between the "Value of Premiums Paid To-date" and "Total Surrender Value" represents the "Effect of Deductions To-date". This is the accumulated value of the deductions for the cost of insurance, distribution cost, expenses, surrender charge, expected tax payments, and expected transfers to shareholders (for participating policies).

Appendix IV (a): Main PI format – Participating policy

How much are you paying for distribution costs?

This table shows the total costs of distribution that XYZ Insurer expects to incur in relation to your policy, including the cost of any financial advice provided to you.

Total distribution cost		
End of Policy Year/Age	Total [Basic] Premiums Paid To-	Total Distribution Cost To-date (S$)
1/36		
2/37		
3/38		
4/39		
5/40		
6/41		
7/42		
8/43		
9/44		
10/45		
15/50		
20/55		

What does the last column represent?

1. The Total Distribution Cost To Date is the sum of each year's expected distribution-related costs, without interest. Such costs include cash payments in the form of commission, costs of benefits and services paid to the distribution channel.

2. Please note that the Total Distribution Cost is not an additional cost to you; it has already been allowed for in calculating your premium.

3. You can obtain the Total Distribution Cost of each of the supplementary benefits (if applicable) from your Financial Adviser or its representatives.

Appendix IV (b): Main PI format – Investment-linked policy

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

If you need clarification please do not hesitate to ask your financial adviser.

Appendix IV (b): Main PI format – Investment-linked policy

Policyholder and plan details

Proposed insured : Prospect [Affix signature] Prepared by :
Age next bi : 35 Date :
Sex : M
Smoker/Non-smoker : NS

Plan : ABC Investment-Linked Whole Life Plan
Basic Sum Insured :
$ Annual premium : $
Benefit Type : [e.g. if benefit payable is 101% of SP, the description may be "Benefit Type: 101% of Single Premium"]

Policy illustration

End of Policy Year/Age	Total [Basic] Premiums Paid To-date	DEATH BENEFIT				
		Guaranteed (S$)	Illustrated at [B%] investment return		Illustrated at [C%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						
25/60						
30/65						

End of Policy Year/Age	Total [Basic] Premiums Paid To-date	SURRENDER VALUE				
		Guaranteed (S$)	Illustrated at [B%] investment return		Illustrated at [C%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						
25/60						
30/65						

What is the significance of the Illustrated Investment Rate of Return?

The illustrations are based on illustrated investment returns of [B%] p.a. and [C%] p.a. The two rates of return used are before deducting the annual management charges of the funds. They are purely illustrative and do not represent upper and lower limits on the investment performance. They also do not reflect potential volatility over the short- term resulting in potential sharp movements, up or down, of the underlying assets of the funds. The actual benefits payable will depend on the actual performance of the underlying assets of the funds. The performance of the funds is not guaranteed and the cash value may be less than the capital invested.

Please note that if you select a money market fund or a fixed income fund, then returns of [B%] to [C%] could be considered high in many cases and unlikely to be achieved if the current low interest rate environment persists. You are strongly encouraged to speak to your financial adviser who would be able to provide further information on these funds - both for your initial fund selection and subsequently.

Appendix IV (b): Main PI format – Investment-linked policy

What is the impact of deductions on what you might get back?

The following table illustrates the effect that deductions will have on the amount you get back on surrender or maturity. It also highlights the cost of surrendering the policy early.

Table of deductions							
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEDUCTIONS					
		Illustrated at [B%] investment return			Illustrated at [C%] investment return		
		Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Total Surrender Value (S$)	Value of [Basic] Premiums Paid To-date	Effect of Deductions To-date (S$)	Total Surrender Value (S$)
1/36							
2/37							
3/38							
4/39							
5/40							
6/41							
7/42							
8/43							
9/44							
10/45							
15/50							
20/55							
25/60							
30/65							

What do the columns in the table of deductions mean?

1. "Value of Premiums Paid To-date" is obtained by accumulating the premiums paid to date at the Illustrated Investment Rate of Return, assuming the premiums paid can be invested without deduction for the cost of insurance and without any expenses.

2. The difference between the "Value of Premiums Paid To-date" and "Total Surrender Value" represents the "Effect of Deductions To-date". This is the accumulated value of the deductions for the cost of insurance, distribution cost, expenses, surrender charge, expected tax payments, and expected transfers to shareholders (for participating policies).

Appendix IV (b): Main PI format – Investment-linked policy

How much are you paying for distribution costs?

This table shows the total costs of distribution that XYZ Insurer expects to incur in relation to your policy, including the cost of any financial advice provided to you.

Total distribution cost		
End of Policy Year/Age	Total [Basic] Premiums Paid To-	Total Distribution Cost To-date (S$)
1/36		
2/37		
3/38		
4/39		
5/40		
6/41		
7/42		
8/43		
9/44		
10/45		
15/50		
20/55		
25/60		
30/65		

What does the last column represent?

1. The Total Distribution Cost To-date is the sum of each year's expected distribution-related costs, without interest. Such costs include cash payments in the form of commission, costs of benefits and services paid to the distribution channel.

2. Please note that the Total Distribution Cost is not an additional cost to you; it has already been allowed for in calculating your premium.

3. You can obtain the Total Distribution Cost of each of the supplementary benefits (if applicable) from your Financial Adviser or its representatives.

Appendix IV (c): Main PI format – Non-Participating policy (Guaranteed Benefits only)

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

If you need clarification please do not hesitate to ask your financial adviser.

Appendix IV (c): Main PI format – Non-Participating policy (Guaranteed Benefits only)

Policyholder and plan details

Proposed insured:	Prospect [Affix signature]	Prepared by:
Age next birthday:	35	Date:
Sex:	M	
Smoker/Non-smoker:	NS	

Plan: ABC Non-participating Living Term Assurance
Sum insured:
$ Annual premium:
$ Term:
20

Policy illustration			
End of Policy Year/Age	Total [Basic] Premiums Paid To-date	DEATH BENEFIT	SURRENDER VALUE
		Guaranteed (S$)	Guaranteed (S$)
1/36			
2/37			
3/38			
4/39			
5/40			
6/41			
7/42			
8/43			
9/44			
10/45			
15/50			
20/55			
		MATURITY VALUE	
20/55			

The following section is only applicable for products with surrender value or maturity value.

Your guaranteed Yield [at maturity *(for endowment plan)*] / [upon surrender at age N *(for Whole Life plan)*] is [D%] p.a.

What is the guaranteed Yield [*at Maturity or upon Surrender]?

The guaranteed Yields [*at Maturity or upon Surrender] represent the annualised investment return you may receive upon the [maturity: for endowment product] / [surrender of the policy at the age of [N]: for whole life product], net of the cost of insurance and the expenses incurred.

Please note that the guaranteed benefit you receive upon the [maturity of the policy: for endowment product] [surrender of the policy at the age of [N]: for whole life product] of the policy may be less than the total premiums paid.

Appendix IV (c): Main PI format – Non-Participating policy (Guaranteed Benefits only)

How much are you paying for distribution costs?

This table shows the total costs of distribution that XYZ Insurer expects to incur in relation to your policy, including the cost of any financial advice provided to you.

Total distribution cost		
End of Policy Year/Age	Total [Basic] Premiums Paid To-	Total Distribution Cost To-date (S$)
1/36		
2/37		
3/38		
4/39		
5/40		
6/41		
7/42		
8/43		
9/44		
10/45		
15/50		
20/55		

What does the last column represent?

1. The Total Distribution Cost To-date is the sum of each year's expected distribution-related costs, without interest. Such costs include cash payments in the form of commission, costs of benefits and services paid to the distribution channel.

2. Please note that the Total Distribution Cost is not an additional cost to you; it has already been allowed for in calculating your premium.

3. You can obtain the Total Distribution Cost of each of the supplementary benefits (if applicable) from your Financial Adviser or its representatives.

Appendix IV (d): Main PI format – Non-Participating policy (Universal Life)

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

Please note that your policy illustration provides two sets of illustrated values:
(1) Illustrated values at the guaranteed crediting rate and maximum charges
The crediting rate used in this illustration is a guaranteed minimum that cannot be lowered any further and charges are the maximum chargeable that cannot be increased any further.

(2) Illustrated values at the current crediting rate and charges
The crediting rate used in this illustration, which does not exceed the rate supportable by underlying asset portfolio, is not guaranteed and may be varied at the company's discretion, subject to the guaranteed minimum. Charges are not guaranteed and may be increased in the future up to the maximum limits. The crediting rate and charges used are the rate and charges prevailing at the date of this illustration.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

If you need clarification please do not hesitate to ask your financial adviser.

Appendix IV (d): Main PI format – Non-Participating policy (Universal Life)

Policyholder and plan details
Proposed insured : Prospect [Affix signature] Prepared by : Age next birthday : Date : Sex :
Smoker/Non-smoker :

Plan :
Basic Sum Insured :
Annual premium :
Benefit Type :

Policy Illustration

End of Policy Year	Age	[Basic] Premium Schedule	Total [Basic] Premiums Paid To-date	DEATH BENEFIT: Illustrated values at the guaranteed crediting rate [Y%] and maximum charges	DEATH BENEFIT: Illustrated values at the current crediting rate [Z%] (max. A%) and charges
		(S$)	(S$)	(S$)	(S$)
1	36				
2	37				
3	38				
4	39				
5	40				
6	41				
7	42				
8	43				
9	44				
10	45				
15	50				
20	55				
25	60				
30	65				
35	70				
40	75				

End of Policy Year	Age	[Basic] Premium Schedule	Total [Basic] Premiums Paid To-date	SURRENDER VALUE: Illustrated values at the guaranteed crediting rate [Y%] and maximum charges	SURRENDER VALUE: Illustrated values at the current crediting rate [Z%] (max. A%) and charges	ACCUMULATION VALUE: Illustrated values at the guaranteed crediting rate [Y%] and maximum charges	ACCUMULATION VALUE: Illustrated values at the current crediting rate [Z%] (max. A%) and charges
		(S$)	(S$)	(S$)	(S$)	(S$)	(S$)
1	36						
2	37						
3	38						
4	39						
5	40						
6	41						
7	42						
8	43						
9	44						
10	45						
15	50						
20	55						
25	60						
30	65						
35	70						
40	75						

End of Policy Year	Age	[Basic] Premium Schedule	Total [Basic] Premiums Paid To-date	MATURITY VALUE: Illustrated value at the guaranteed crediting rate [Y%] and maximum charges	MATURITY VALUE: Illustrated value at the current crediting rate [Z%] (max. A%) and charges
		(S$)	(S$)	(S$)	(S$)
65	100				

Appendix IV (d): Main PI format – Non-Participating policy (Universal Life)

<if policy is projected to be in-force at age N>
Based on the minimum guaranteed crediting rate of [Y%] p.a. and maximum charges, your total Illustrated Yield upon surrender at age N is [Z%] p.a.
</end of conditional text>

<if policy is projected to lapse at age N>
Based on the minimum guaranteed crediting rate of [Y%] p.a. and maximum charges, the policy is projected to have lapsed before age N.
</end of conditional text>

<if policy is projected to be in-force at age N>
Based on the current crediting rate of [Z%] p.a. and current charges, your total Illustrated Yield upon surrender at age N is [Y%] p.a.
</end of conditional text>

<if policy is projected to lapse at age N>
Based on the current crediting rate of [Z%] p.a. and current charges, the policy is projected to have lapsed before age N.
</end of conditional text>

What is the significance of the Illustrated Investment Rate of Return?

The illustrations have been prepared on two sets of assumptions regarding the crediting rate and charges applicable to the policy:
(1) The illustrated values at guaranteed crediting rate of [Y%] p.a. and maximum charges represent the lower benefit limits of the policy.
(2) The illustrated values at current crediting rate* of [Z%] p.a. and charges are based on rates and charges prevailing at the date of this illustration.

[Where there is a difference between the crediting rate for new monies and existing funds, the two different crediting rates (i.e. Z_1% Z_{2+}%) should be used and disclosed]

The actual crediting rate applicable to your policy may be different to those shown in the illustrations, which are purely illustrative. The actual rates may be higher or lower depending on future investment performance.

The actual benefits payable (if any) and coverage are not guaranteed and are dependent on the actual crediting rates (subject to the guaranteed crediting rate) and actual charges (subject to the maximum charges) as well as the amounts of any additional premiums, partial withdrawals made and loans taken.

Depending upon actual experience, you may need to make additional premiums payment to keep the policy in force.

*Note : For Singapore dollar policies, the higher rate should not exceed A%, which is the maximum long-term investment rate of return, which has been set by the Life Insurance Association, Singapore. For policies denominated in other currencies, the insurer's current crediting rates for each currency are to be used provided they remain reasonable prospectively.

What is the Illustrated Yield upon Surrender?

The Illustrated Yields upon Surrender represent the annualised investment return you may receive upon the surrender of the policy at the age of [N], net of the cost of insurance and charges, based on the Illustrated Crediting Rates and Charges.

The Illustrated Yields upon Surrender based on current crediting rate and current charges is not guaranteed and do not represent the upper and lower limits on the yield you could receive on this policy.

The total Illustrated Yields upon Surrender have/have not taken into consideration any additional premiums paid, partial withdrawals made and loans taken. The actual benefits payable (if any) and coverage are not guaranteed and are dependent on the actual crediting rates (subject to the minimum guaranteed crediting rate) and actual charges (subject to the maximum charges) as well as the amounts of any additional premiums paid, partial withdrawals made and loans taken.

Please note that the guaranteed benefit you receive upon the surrender of the policy may be less than the total premiums paid.

Appendix IV (d): Main PI format – Non-Participating policy (Universal Life)

What is the impact of deductions on what you might get back?

The following table illustrates the effect that deductions will have on the amount you get back on surrender or maturity. It also highlights the cost of surrendering the policy early.

Table of deductions							
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEDUCTIONS					
		Illustrated at guaranteed crediting rate [Y%]			Illustrated at current crediting rate [Z%]		
		Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Surrender Value (S$)	Value of [Basic] Premiums Paid To-date	Effect of Deductions To-date (S$)	Surrender Value (S$)
1/36							
2/37							
3/38							
4/39							
5/40							
6/41							
7/42							
8/43							
9/44							
10/45							
15/50							
20/55							
25/60							
30/65							
35/70							
40/75							

What do the columns in the table of deductions mean?

1. "Value of Premiums Paid To-date" is obtained by accumulating the premiums paid to date at the Illustrated Investment Rate of Return, assuming the premiums paid can be invested without deduction for the cost of insurance and without any expenses.

2. The difference between the "Value of Premiums Paid To-date" and "Surrender Value" represents the "Effect of Deductions To-date". This is the accumulated value of the deductions for the cost of insurance, distribution cost, expenses, surrender charge, expected tax payments, and expected transfers to shareholders (for participating policies).

Appendix IV (d): Main PI format – Non-Participating policy (Universal Life)

How much are you paying for distribution costs?

This table shows the total costs of distribution that XYZ Insurer expects to incur in relation to your policy, including the cost of any financial advice provided to you.

Total distribution cost		
End of Policy Year/Age	Total [Basic] Premiums Paid To-	Total Distribution Cost To-date (S$)
1/36		
2/37		
3/38		
4/39		
5/40		
6/41		
7/42		
8/43		
9/44		
10/45		
15/50		
20/55		
25/60		
30/65		
35/70		
40/75		

What does the last column represent?

1. The Total Distribution Cost To-date is the sum of each year's expected distribution-related costs, without interest. Such costs include cash payments in the form of commission, costs of benefits and services paid to the distribution channel.

2. Please note that the Total Distribution Cost is not an additional cost to you; it has already been allowed for in calculating your premium.

3. You can obtain the Total Distribution Cost of each of the supplementary benefits (if applicable) from your Financial Adviser or its representatives

Appendix IV (e): Main PI format – Non-Participating policy (others with non-guaranteed benefits)

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

Please note that your policy provides a combination of (1) guaranteed benefits and (2) non-guaranteed benefits that depend on the performance of its underlying investment.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

If you need clarification please do not hesitate to ask your financial adviser.

Appendix IV (e): Main PI format – Non-Participating policy (others with non-guaranteed benefits)

Policyholder and plan details

Proposed insured: Prospect [Affix signature] Prepared by: Age next birthday: 35 Date:
Sex: M Smoker/Non-smoker: NS

Plan: ABC Non-participating
Endowment Plan
Sum insured:
$ Annual premium: $ Term: 20

Policy illustration						
End of Policy Year/Age	Total [Basic] Premiums Paid To-date	DEATH BENEFIT				
		Guaranteed (S$)	Illustrated at [Y%] investment return		Illustrated at [Z%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						
End of Policy Year/Age	Total [Basic] Premiums Paid To-date	SURRENDER VALUE				
		Guaranteed (S$)	Illustrated at [Y%] investment return		Illustrated at [Z%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
		MATURITY VALUE				
20/55						

What is the significance of the Illustrated Investment Rate of Return?

The illustrations are based on illustrated investment returns of [Y%] p.a. and [Z%] p.a. The two rates of return used are purely illustrative and do not represent upper and lower limits on the performance of the underlying investment. The actual benefits payable will depend on the actual performance of the underlying investment. The performance of the underlying investment is not guaranteed and the cash value may be less than the capital invested.

Appendix IV (e): Main PI format – Non-Participating policy (others with non-guaranteed benefits)

What is the impact of deductions on what you might get back?

The following table illustrates the effect that deductions will have on the amount you get back on surrender or maturity. It also highlights the cost of surrendering the policy early.

Table of deductions							
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEDUCTIONS					
		Illustrated at [Y%] investment return			Illustrated at [Z%] investment return		
		Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Total Surrender Value (S$)	Value of [Basic] Premiums Paid To-date	Effect of Deductions To-date (S$)	Total Surrender Value (S$)
1/36							
2/37							
3/38							
4/39							
5/40							
6/41							
7/42							
8/43							
9/44							
10/45							
15/50							
20/55							

What do the columns in the table of deductions mean?

3. "Value of Premiums Paid To-date" is obtained by accumulating the premiums paid to date at the Illustrated Investment Rate of Return, assuming the premiums paid can be invested without deduction for the cost of insurance and without incurring any expenses.

4. The difference between the "Value of Premiums Paid To-date" and "Surrender Value" represents the "Effect of Deductions To-date". This is the accumulated value of the deductions for the cost of insurance, distribution cost, expenses, surrender charge, expected tax payments, and expected transfers to shareholders (for participating policies).

Appendix IV (e): Main PI format – Non-Participating policy (others with non-guaranteed benefits)

How much are you paying for distribution costs?

This table shows the total costs of distribution that XYZ Insurer expects to incur in relation to your policy, including the cost of any financial advice provided to you.

Total distribution cost		
End of Policy Year/Age	Total [Basic] Premiums Paid To-	Total Distribution Cost To-date (S$)
1/36		
2/37		
3/38		
4/39		
5/40		
6/41		
7/42		
8/43		
9/44		
10/45		
15/50		
20/55		

What does the last column represent?

1. The Total Distribution Cost To-date is the sum of each year's expected distribution-related costs, without interest. Such costs include cash payments in the form of commission, costs of benefits and services paid to the distribution channel.

2. Please note that the Total Distribution Cost is not an additional cost to you; it has already been allowed for in calculating your premium.

3. You can obtain the Total Distribution Cost of each of the supplementary benefits (if applicable) from your Financial Adviser or its representatives

Appendix IV (f): Main PI format – Direct Purchase Insurance policy Participating Whole Life product

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

Please note that your policy provides a combination of (1) guaranteed benefits and (2) non-guaranteed benefits in the form of bonuses / cash dividends. The bonus rates / dividend scales used in this illustration are not guaranteed and may vary according to the performance of the Participating Fund.

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

There is no distribution cost for Direct Purchase Insurance Products as these policies are sold without financial advice. Distribution costs include commissions and other benefits paid to the sales representative.

If you need clarification please do not hesitate to contact the Company Customer Service at XXXXXXXX or email at XXXXXX.

Appendix IV (f): Main PI format – Direct Purchase Insurance policy Participating Whole Life product

Policyholder and plan details

Proposed insured:	Prospect [Affix signature]	Prepared by:
Age next birthday:	35	Date:
Sex:	M	
Smoker/Non-smoker:	NS	

Plan:	ABC DPI Whole Life Plan
Sum insured:	$
Annual premium:	$
Term:	65

Policy illustration

End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEATH BENEFIT				
		Guaranteed (S$)	Illustrated at [X-1.5%] investment return		Illustrated at [X%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						
25/60						
30/65						
35/70						
40/75						

End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	SURRENDER VALUE				
		Guaranteed (S$)	Illustrated at [X-1.5%] investment return		Illustrated at [X%] investment return	
			Non-guaranteed (S$)	Total (S$)	Non-guaranteed (S$)	Total (S$)
1/36						
2/37						
3/38						
4/39						
5/40						
6/41						
7/42						
8/43						
9/44						
10/45						
15/50						
20/55						
25/60						
30/65						
35/70						
40/75						

		MATURITY VALUE				
65/100						

Appendix IV (f): Main PI format – Direct Purchase Insurance policy Participating Whole Life product

Based on the Illustrated Investment Rate of Return of the Participating Fund:

At [X%] p.a., your total Illustrated Yield upon surrender at age N is D % p.a.

At [X - 1.5%] p.a., your total Illustrated Yield upon surrender at age N is E% p.a.

What is the significance of the Illustrated Investment Rate of Return?

The illustrations have been prepared on two assumptions regarding the investment rate of return achieved by the investments of the Participating Fund. The two rates [X%] p.a. and [X-1.5%] p.a., are used purely for illustrative purposes and do not represent upper and lower limits on the investment performance of the Participating Fund. The two rates shown are net of any investment expenses.

The higher Illustrated Investment Rate of Return does not exceed the maximum long-term illustration investment rate of return (currently A%), which has been set by the Life Insurance Association, Singapore.

[Where the bonus rates (or cash dividend scales) implied by the illustrated non-guaranteed values exceed the prevailing bonus rates (or cash dividend scales], state the implied bonus rates (or cash dividend scales) and provide clear explanation why higher bonus rates (or cash dividends) are used in the illustrations.]

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the benefits that you may receive. Please note that investment performance is not the only factor that will affect the benefits that you will receive. Other factors such as the actual level of death claims, disability claims, expenses incurred and other terminations on the Participating Fund will also have a bearing on the benefits that you will receive.

As the bonus rates (or cash dividends) used for the benefits illustrated above are not guaranteed, the actual benefits payable will vary according to the future experience of the Participating Fund.

What is the Illustrated Yield upon Surrender?

The Illustrated Yields upon Surrender represent the annualised investment return you may receive upon the surrender of the policy at the age of [N], net of the cost of insurance and the expenses incurred, based on the Illustrated Investment Rates of Return of the Participating Fund at X% and [X-1.5%].

The Illustrated Yields are not guaranteed and do not represent upper and lower limits on the yield you could receive on this Participating policy.

As the bonus rates (or cash dividends) used for the benefits illustrated above are not guaranteed, the actual benefits payable may vary according to the future experience of the Participating Fund. Every year, you will be informed of the actual bonus rates or cash dividends (if any) of your Participating policy for that year. You can refer to the Product Summary for more information on the illustrated bonus rates for this product. You can also refer to Your Guide to Participating Policies to find out how bonus is determined.

Please note that the guaranteed benefit you receive upon the surrender of the policy at the age of [N] may be less than the total premiums paid.

Appendix IV (f): Main PI format – Direct Purchase Insurance policy Participating Whole Life product

What is the impact of deductions on what you might get back?

The following table illustrates the effect that deductions will have on the amount you get back on surrender or maturity. It also highlights the cost of surrendering the policy early.

Table of deductions							
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	DEDUCTIONS					
		Illustrated at (X-1.5)% investment return			Illustrated at X% investment return		
		Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Total Surrender Value (S$)	Value of [Basic] Premiums Paid To-date (S$)	Effect of Deductions To-date (S$)	Total Surrender Value (S$)
1/36							
2/37							
3/38							
4/39							
5/40							
6/41							
7/42							
8/43							
9/44							
10/45							
15/50							
20/55							
25/60							
30/65							
35/70							
40/75							

What do the columns in the table of deductions mean?

1. "Value of Premiums Paid To-date" is obtained by accumulating the premiums paid to date at the Illustrated Investment Rate of Return, assuming that you were able to invest all of your premiums without deduction for the cost of insurance and without incurring any expenses.

2. The difference between the "Value of Premiums Paid To-date" and "Total Surrender Value" represents the "Effect of Deductions To-date". This is the accumulated value of the deductions for the cost of insurance, distribution cost, expenses, surrender charge, expected tax payments, and expected transfers to shareholders (for participating policies).

Appendix IV (g): Main PI format – Direct Purchase Insurance policy Non-Participating Term product

Introduction

XYZ Insurance Company believes that it is important that you fully appreciate the benefits of your policy. You should also understand how the cost of your insurance cover and the expenses of administration and sales affect the benefits that you will receive.

The illustration that follows shows how the value of your policy progresses over time and the sum(s) that would be payable. The methods used to derive the values shown follow guidelines established by the Life Insurance Association, Singapore, to ensure that a fair and consistent approach is used in preparing this illustration.

As this product has no savings or investment feature, there is no cash value if the policy ends or if the policy is terminated prematurely.

There is no distribution cost for Direct Purchase Insurance Products as these policies are sold without financial advice. Distribution costs include commissions and other benefits paid to the sales representative.

If you need clarification please do not hesitate to contact the Company Customer Service at XXXXXXXX or email at XXXXXX.

Appendix IV (g): Main PI format – Direct Purchase Insurance policy Non-Participating Term product

Policyholder and plan details – Non Renewable Term

Proposed insured:	Prospect [Affix signature]	Prepared by:
Age next birthday:	35	Date:
Sex:	M	
Smoker/Non-smoker:	NS	

Plan:	ABC Non-participating Living Term Assurance
Sum insured:	$
Annual premium:	$
Term:	20

Policy illustration			
End of Policy Year/Age	Total [Basic] Premiums Paid To-date (S$)	**DEATH BENEFIT**	**SURRENDER VALUE**
		Guaranteed (S$)	Guaranteed (S$)
1/36			
2/37			
3/38			
4/39			
5/40			
6/41			
7/42			
8/43			
9/44			
10/45			
15/50			
20/55			

Appendix IV (g): Main PI format – Direct Purchase Insurance policy Non-Participating Term product

Policyholder and plan details – Renewable Term

Proposed insured:	Prospect [Affix signature]	Prepared by:
Age next birthday:	35	Date:
Sex:	M	
Smoker/Non-smoker:	NS	

Plan:	ABC Non-participating 5 years renewable Term Assurance
Sum insured:	$
Annual premium:	$
Term:	5

Policy illustration				
End of Policy Year/Age	Annual [Basic] Premium	Total [Basic] Premiums Paid To-date (S$)	**DEATH BENEFIT**	**SURRENDER VALUE**
			Guaranteed (S$)	Guaranteed (S$)
1/36	XX			
2/37	XX			
3/38	XX			
4/39	XX			
5/40	XX			
6/41	YY			
7/42	YY			
8/43	Yy			
9/44	YY			
10/45	YY			
15/50	ZZ			
20/55	ZZ			
25/60	AA			
30/65	BB			
35/70	CC			
40/80	DD			
45/85	EE			

Please note that at each renewal, premium will be based on the prevailing premium rates at the attained age of the Life Insured and will stay level throughout the renewed term.

This Cover Page is an important document.

- **It highlights the key features and risks of this product and should be read together with the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable.**
- **It is important to read the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable, before deciding whether to purchase this product. If you do not have a copy of these documents, please contact us at [Contact Number] or your [Financial Advisor Representative] to ask for them.**
- **You should not purchase this product if you do not understand or are not comfortable with the risks of this product.**

[Product Name]

Product Type	Participating Annuity Plan
Premium Term	[Y Year(s)/Single Premium]
Deferred Period*	[Y years]
Annuity Payment Term	Whole Life until the life assured is [xx] years old
Name of Insurer	[Company Name]
Policy Currency	[Currency]

*[Deferred period refers to the period of time from policy entry date to before the start of the annuity payments.]

WHAT ARE YOU PURCHASING?

This is a participating annuity plan that provides lifetime annuity payments [and capital protection in the event of death]. The plan invests part of your premiums in the insurer's Participating Fund. It comprises guaranteed and non-guaranteed benefits and may not be suitable for you if you want all benefits to be guaranteed.

WHAT ARE THE KEY RISKS OF A PARTICIPATING PLAN?

By purchasing a participating plan, your premiums will be pooled together and invested with premiums from other policyholders in the Participating Fund managed by [Fund Manager]. As a policyholder, you will share in the risks of the Participating Fund, including:

Investment Risks	Lower than expected investment returns earned by the fund
Insurance Risks	Higher than expected claims made by policyholders (e.g. due to death, disability or other terminations)
Expense Risks	Higher than expected expenses incurred for managing the Participating Fund

These risks can affect the performance of the Participating Fund which in turn affects the bonuses or dividends paid to you. Such bonuses or dividends are not guaranteed until declared.

ARE THE PARTICIPATING FUND'S ILLUSTRATED INVESTMENT RATES OF RETURN GUARANTEED?

The Policy Illustration shows two Illustrated Investment Rates of Return (after deducting investment expenses) of [X%] per annum (p.a.) and [X-1.5%] p.a.

They are not guaranteed and do not represent the upper and lower limits on the investment performance of the Participating Fund. They also do not represent the expected or actual returns of

your participating plan.

HOW MUCH ANNUITY PAYMENTS CAN YOU EXPECT FROM THIS POLICY BASED ON THE ILLUSTRATED INVESTMENT RATES OF RETURN?

Based on the Illustrated Investment Rate of Return of [X%] p.a., your total illustrated annuity payments received until age [C] is [$A].

Based on the Illustrated Investment Rate of Return of [X-1.5%] p.a., your total illustrated annuity payments received until age [C] is [$B].

These annuity payments are not guaranteed and do not represent the upper and lower limits of the returns you may receive.

Please note that the guaranteed benefits of your policy may be less than the total premiums paid.

HOW HAS THE PARTICIPATING FUND PERFORMED OVER THE LAST FEW YEARS?

The historical investment rates of return (after deducting investment expenses) of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Investment Returns						

Please note that historical performance may not be indicative of future performance.

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the bonuses or dividends that you may receive.

HOW WILL EXPENSES INCURRED BY THE PARTICIPATING FUND AFFECT YOU?

The expenses incurred by the Participating Fund include investment, management, distribution, tax and other expenses. The Total Expense Ratio is the proportion of total expenses incurred by the Participating Fund to the assets of the Participating Fund. The level of expenses incurred may affect the bonuses or dividends you may receive.

WHAT IS THE TOTAL EXPENSE RATIO OF THE PARTICIPATING FUND OVER THE LAST FEW YEARS?

The historical expense ratios of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Total Expense Ratio						

Please note that historical expense ratios may not be indicative of future expense ratios.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying an annuity policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing an annuity policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

This Cover Page is an important document.

- **It highlights the key features and risks of this product and should be read together with the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable.**
- **It is important to read the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable, before deciding whether to purchase this product. If you do not have a copy of these documents, please contact us at [Contact Number] or your [Financial Advisor] to ask for them.**
- **You should not purchase this product if you do not understand or are not comfortable with the risks of this product.**

[Product Name]

Product Type	**Participating Endowment Plan**
Premium Term	**[Y Year(s)/Single Premium]**
Policy Term	**[Z Year(s)]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a participating [whole life plan/endowment plan] which offers you insurance coverage and also invests part of your premiums in the insurer's Participating Fund. It comprises guaranteed and non-guaranteed benefits and may not be suitable for you if you want all benefits to be guaranteed.

WHAT ARE THE KEY RISKS OF A PARTICIPATING PLAN?

By purchasing a participating plan, your premiums will be pooled together and invested with premiums from other policyholders in the Participating Fund managed by [Fund Manager]. As a policyholder, you will share in the risks of the Participating Fund, including:

Investment Risks	Lower than expected investment returns earned by the fund
Insurance Risks	Higher than expected claims made by policyholders (e.g. due to death, disability or other terminations)
Expense Risks	Higher than expected expenses incurred for managing the Participating Fund

These risks can affect the performance of the Participating Fund which in turn affects the bonuses or dividends paid to you. Such bonuses or dividends are not guaranteed until declared.

ARE THE PARTICIPATING FUND'S ILLUSTRATED INVESTMENT RATES OF RETURN GUARANTEED?

The Policy Illustration shows two Illustrated Investment Rates of Return (after deducting investment expenses) of [X%] per annum (p.a.) and [X-1.5%] p.a.

They are not guaranteed and do not represent the upper and lower limits on the investment performance of the Participating Fund. They also do not represent the expected or actual returns of your participating plan.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY BASED ON THE ILLUSTRATED INVESTMENT RATES OF RETURN?

Based on the Illustrated Investment Rate of Return of [X%] p.a., your total Illustrated Yield at maturity is [A%] p.a.

Based on the Illustrated Investment Rate of Return of [X-1.5%] p.a., your total Illustrated Yield at maturity is [B%] p.a.

These returns are not guaranteed and do not represent the upper and lower limits of the returns you may receive.

Please note that the guaranteed maturity benefit of your policy may be less than the total premiums paid.

You can compare [A%] and [B%] Illustrated Yield [at maturity (for endowment plan)] / [upon surrender (for whole life plan)] with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the Illustrated Yield at maturity have taken into account the cost of insurance and expenses incurred.

HOW HAS THE PARTICIPATING FUND PERFORMED OVER THE LAST FEW YEARS?

The historical investment rates of return (after deducting investment expenses) of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Investment Returns						

Please note that historical performance may not be indicative of future performance.

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the bonuses or dividends that you may receive.

HOW WILL EXPENSES INCURRED BY THE PARTICIPATING FUND AFFECT YOU?

The expenses incurred by the Participating Fund include investment, management, distribution, tax and other expenses. The Total Expense Ratio is the proportion of total expenses incurred by the Participating Fund to the assets of the Participating Fund. The level of expenses incurred may affect the bonuses or dividends you may receive.

WHAT IS THE TOTAL EXPENSE RATIO OF THE PARTICIPATING FUND OVER THE LAST FEW YEARS?

The historical expense ratios of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Total Expense Ratio						

Please note that historical expense ratios may not be indicative of future expense ratios.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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[Product Name]

Product Type	**Participating Whole Life Plan**
Premium Term	**[Y Year(s)/Single Premium]**
Policy Term	**[Whole Life until the life assured is [xx] years old]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a participating [whole life plan/endowment plan] which offers you insurance coverage and also invests part of your premiums in the insurer's Participating Fund. It comprises guaranteed and non-guaranteed benefits and may not be suitable for you if you want all benefits to be guaranteed.

WHAT ARE THE KEY RISKS OF A PARTICIPATING PLAN?

By purchasing a participating plan, your premiums will be pooled together and invested with premiums from other policyholders in the Participating Fund managed by [Fund Manager]. As a policyholder, you will share in the risks of the Participating Fund, including:

Investment Risks	Lower than expected investment returns earned by the fund
Insurance Risks	Higher than expected claims made by policyholders (e.g. due to death, disability or other terminations)
Expense Risks	Higher than expected expenses incurred for managing the Participating Fund

These risks can affect the performance of the Participating Fund which in turn affects the bonuses or dividends paid to you. Such bonuses or dividends are not guaranteed until declared.

ARE THE PARTICIPATING FUND'S ILLUSTRATED INVESTMENT RATES OF RETURN GUARANTEED?

The Policy Illustration shows two Illustrated Investment Rates of Return (after deducting investment expenses) of [X%] per annum (p.a.) and [X-1.5%] p.a.

They are not guaranteed and do not represent the upper and lower limits on the investment performance of the Participating Fund. They also do not represent the expected or actual returns of your participating plan.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY BASED ON THE ILLUSTRATED INVESTMENT RATES OF RETURN?

Based on the Illustrated Investment Rate of Return of [X%] p.a., your total Illustrated Yield upon surrender at age [C] is [A%] p.a.

Based on the Illustrated Investment Rate of Return of [X-1.5%] p.a., your total Illustrated Yield upon surrender at age [C] is [B%] p.a.

These returns are not guaranteed and do not represent the upper and lower limits of the returns you may receive.

Please note that the guaranteed surrender benefit of your policy may be less than the total premiums paid.

You can compare [A%] and [B%] Illustrated Yield upon surrender with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the Illustrated Yield upon surrender have taken into account the cost of insurance and expenses incurred.

HOW HAS THE PARTICIPATING FUND PERFORMED OVER THE LAST FEW YEARS?

The historical investment rates of return (after deducting investment expenses) of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Investment Returns						

Please note that historical performance may not be indicative of future performance.

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the bonuses or dividends that you may receive.

HOW WILL EXPENSES INCURRED BY THE PARTICIPATING FUND AFFECT YOU?

The expenses incurred by the Participating Fund include investment, management, distribution, tax and other expenses. The Total Expense Ratio is the proportion of total expenses incurred by the Participating Fund to the assets of the Participating Fund. The level of expenses incurred may affect the bonuses or dividends you may receive.

WHAT IS THE TOTAL EXPENSE RATIO OF THE PARTICIPATING FUND OVER THE LAST FEW YEARS?

The historical expense ratios of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Total Expense Ratio						

Please note that historical expense ratios may not be indicative of future expense ratios.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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[Product Name]

Product Type	**Direct Purchase Insurance – Participating Whole Life Plan**
Premium Term	**To age [Y]**
Policy Term	**Whole Life until the life assured is [xx] years old**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a participating whole life plan which offers you insurance coverage and also invests part of your premiums in the insurer's Participating Fund. It comprises guaranteed and non-guaranteed benefits and may not be suitable for you if you want all benefits to be guaranteed.

WHAT ARE THE KEY RISKS OF A PARTICIPATING PLAN?

By purchasing a participating plan, your premiums will be pooled together and invested with premiums from other policyholders in the Participating Fund managed by [Fund Manager]. As a policyholder, you will share in the risks of the Participating Fund, including:

Investment Risks	Lower than expected investment returns earned by the fund
Insurance Risks	Higher than expected claims made by policyholders (e.g. due to death, disability or other terminations)
Expense Risks	Higher than expected expenses incurred for managing the Participating Fund

These risks can affect the performance of the Participating Fund which in turn affects the bonuses or dividends paid to you. Such bonuses or dividends are not guaranteed until declared.

ARE THE PARTICIPATING FUND'S ILLUSTRATED INVESTMENT RATES OF RETURN GUARANTEED?

The Policy Illustration shows two illustrated investment rates of return (after deducting investment expenses) of [X%] per annum (p.a.) and [X-1.5%] p.a.

They are not guaranteed and do not represent the upper and lower limits on the investment performance of the Participating Fund. They also do not represent the expected or actual returns of your participating plan.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY BASED ON THE ILLUSTRATED INVESTMENT RATES OF RETURN?

Based on the Illustrated Investment Rate of Return of [X%] per annum, your total Illustrated Yield upon surrender at age [C] is [A%] p.a.

Based on the Illustrated Investment Rate of Return of [X-1.5%] p.a., your total Illustrated Yield upon surrender at age [C] is [B%] p.a.

These returns are not guaranteed and do not represent the upper and lower limits of the returns you may receive.

Please note that the guaranteed surrender benefit of your policy may be less than the total premiums paid.

You can compare [A%] and [B%] Illustrated Yield upon surrender with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the Illustrated Yield upon surrender have taken into account the cost of insurance and expenses incurred.

HOW HAS THE PARTICIPATING FUND PERFORMED OVER THE LAST FEW YEARS?

The historical investment rates of return (after deducting investment expenses) of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Investment Returns						

Please note that historical performance may not be indicative of future performance.

Changes in the economic and investment environment may affect the investment performance of the Participating Fund and the bonuses or dividends that you may receive.

HOW WILL EXPENSES INCURRED BY THE PARTICIPATING FUND AFFECT YOU?

The expenses incurred by the Participating Fund include investment, management, distribution, tax and other expenses. The Total Expense Ratio is the proportion of total expenses incurred by the Participating Fund to the assets of the Participating Fund. The level of expenses incurred may affect the bonuses or dividends you may receive.

WHAT IS THE TOTAL EXPENSE RATIO OF THE PARTICIPATING FUND OVER THE LAST FEW YEARS?

The historical expense ratios of the Participating Fund are shown below:

	[y-2]	[y-1]	[y]	Averaged over the last 3 years	Averaged over the last 5 years	Averaged over the last 10 years
Total Expense Ratio						

Please note that historical expense ratios may not be indicative of future expense ratios.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

There is no distribution cost for Direct Purchase Insurance Products as these policies are sold without financial advice. Distribution costs include commissions and other benefits paid to financial advisers.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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_____
Adviser's Signature

Date:

_____
Proposer's Signature

Date:

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[Product Name]

Product Type	Direct Purchase Insurance – Non-Participating Term Plan
Premium Term	To age [Y]
Policy Term	To age [Y]
Name of Insurer	[Company Name]
Policy Currency	[Currency]

WHAT ARE YOU PURCHASING?

This is a non-participating term plan which offers you insurance coverage. It comprises guaranteed benefits only.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

There is no distribution cost for Direct Purchase Insurance Products as these policies are sold without financial advice. Distribution costs include commissions and other benefits paid to financial advisers.

WHAT HAPPENS WHEN THE POLICY ENDS OR IF YOU TERMINATE YOUR POLICY EARLY?

As this product has no savings or investment feature, there is no cash value if the policy ends or if the policy is terminated prematurely.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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[Product Name]

Product Type	**Non-Participating Annuity Plan**
Premium Term	**[Single Premium / Z years]**
Deferred Period*	**[N/A / X Years]**
Annuity Payment Term	**[Whole Life/ Until the life assured is Y years old]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

* [Deferred period refers to the period of time from policy effective date to before the start of the annuity payments]

WHAT ARE YOU PURCHASING?

This is a non-participating [immediate] annuity plan that provides [lifetime annuity payments and capital protection in the event of death]. It comprises guaranteed benefits only.

HOW MUCH ANNUITY PAYMENTS CAN YOU EXPECT FROM THIS POLICY?

Your total guaranteed annuity payments received until age [C] is [$A].

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying an annuity policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing an annuity policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

_____
Adviser's Signature

Date:

_____
Proposer's Signature

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[Product Name]

Product Type	**Non-Participating Endowment Plan**
Premium Term	**[Y Year(s)/Single Premium]**
Policy Term	**[Z Year(s)]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a non-participating endowment plan which offers you [both (if there are surrender value)] insurance coverage [and investment return (if there are surrender value)]. It comprises guaranteed benefits only.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY? [If there is surrender value]

Your guaranteed Yield at maturity is [X%] per annum.

You can compare [X%] guaranteed Yield at maturity with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the guaranteed Yield at maturity takes into account the cost of insurance and expenses incurred.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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[Product Name]

Product Type	Non-Participating Term Plan
Premium Term	[Y Years]
Policy Term	[Y Years]
Name of Insurer	[Company Name]
Policy Currency	[Currency]

WHAT ARE YOU PURCHASING?

This is a non-participating term plan which offers you insurance coverage with [decreasing sum assured every year (for DTA product)/critical illness coverage (for CI product).] [If there are no claims made at the end of the policy term, you will get back X% of your premiums paid that are eligible for return of premium as per the policy provision (for ROP product).] It comprises guaranteed benefits only.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

_____
Adviser's Signature

Date:

_____
Proposer's Signature

Date:

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

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[Product Name]

Product Type	**Universal Life Plan**
Premium Term	**[Y Year(s)/Single Premium]**
Policy Term	**[Z Year(s)/Whole Life]**
Current [Crediting Rate]	**[x.xx%]**
Guaranteed [Crediting Rate]	**[x.xx%]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a non-participating [single premium] universal life plan. It is a product which offers you insurance coverage and also invests part of your premiums in the insurer's Non-participating Fund. It comprises guaranteed and non-guaranteed benefits and may not be suitable for you if you want all benefits to be guaranteed.

WHAT ARE THE KEY RISKS OF A UNIVERSAL LIFE PLAN?

By purchasing a universal life plan, your premiums will be pooled together and invested with premiums from other policyholders in the Non-participating Fund managed by [Fund Manager]. As a policyholder, the key risks commonly associated with universal life plan are:

Investment Risk	Lower than expected investment returns earned by the fund.
Insurance Risks	Higher than expected claims made by policyholders (e.g. due to death or other terminations).
Expense Risks	Higher than expected expenses incurred for managing the Non-participating Fund.
Currency Risk	If your home currency is not denominated in the [Currency], the payments you make or receive may be worth less over time when expressed in your home currency.

These risks can affect the [crediting rate] to be declared to and the charges to be deducted from the policy, which in turn affect the [accumulation value].

Your policy will lapse if the [accumulation value] is insufficient to pay for the charges. In order to

keep your policy in force, you may need to pay additional premium(s).

ARE THE UNIVERSAL LIFE ILLUSTRATED CREDITING RATE GUARANTEED?

The Policy Illustration shows two [crediting rates] – current and guaranteed [crediting rate]. Current [crediting rate] is not guaranteed and may increase or decrease [after the guaranteed period], subject to the guaranteed [crediting rate] as a minimum floor. The guaranteed [crediting rate] is guaranteed by the company.

ARE THE UNIVERSAL LIFE ILLUSTRATED CHARGES GUARANTEED?

The Policy Illustration shows two charges – current and maximum charges. Some charges may increase or decrease [after the guaranteed period]. Should the charges increased from their current level, a larger deduction will be made and this will impact the [accumulation value] of your policy. We may adjust the charges according to factors such as the expected future claims and expenses. However, the charges will never exceed the maximum level stated in your policy contract.

You may refer to the product summary for the details of the current and maximum charges for the policy.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY BASED ON THE ILLUSTRATED [CREDITING RATES] AND CHARGES?

<C = Age at entry + 40 years or Expiry age of 65, whichever is later, subject to the Company's maximum year of projection.>

<if policy is projected to be in-force at age C>
Based on the current [crediting rate] of [x.xx%] p.a. and current charges, your total [Illustrated Yield upon surrender at age C] is [x.xx%] p.a.
</end of conditional text>

<if policy is projected to lapse at age C>
Based on the current [crediting rate] of [x.xx%] p.a. and current charges, the policy is projected to have lapsed before age [C].
</end of conditional text>

<if policy is projected to be in-force at age C>
Based on the minimum guaranteed [crediting rate] of [x.xx%] p.a. and maximum charges, your total [Illustrated Yield upon surrender at age C] is [x.xx%] p.a.
</end of conditional text>

<if policy is projected to lapse at age C>
Based on the minimum guaranteed [crediting rate] of [x.xx%] p.a. and maximum charges, the policy is projected to have lapsed before age [C].
</end of conditional text>

<if policy is projected to be in-force at age C in one of the scenarios>

The total [Illustrated Yields upon surrender have/have not] taken into consideration any additional premiums paid, partial withdrawals made and loans taken. Please refer to the Policy Illustration for assumptions made. The actual benefits payable (if any) and coverage are not guaranteed and are dependent on the actual [crediting rates] (subject to the minimum guaranteed [crediting rate]) and charges (subject to the maximum charges) as well as the amounts of any additional premiums paid, partial withdrawals made and loans taken.

Depending upon actual experience, you may need to make additional premiums payment to keep the policy in force.

You can compare [x% and y% Illustrated Yield upon surrender at age C] with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the [Illustrated Yield upon surrender at age C] take into account the cost of insurance and expenses incurred.

<if policy is projected to lapse at age C under both scenarios>

The actual benefits payable (if any) and coverage are not guaranteed and are dependent on the actual [crediting rates] (subject to the minimum guaranteed [crediting rate]) and charges (subject to the maximum charges) as well as the amounts of any additional premiums paid, partial withdrawals made and loans taken. Please refer to the Policy Illustration for assumptions made.

Depending upon actual experience, you may need to make additional premiums payment to keep the policy in force.

You can compare this product with Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities.

HOW MUCH WILL YOU NEED TO PAY FOR ADVICE?

The total distribution cost of this product is the amount that you will pay for advice and for other distribution related expenses. It includes cash payments in the form of commissions and benefits paid to the [financial advisory firm] and its representative(s) who have provided you with financial advice. This is not an additional cost to you as it has been included in the premiums payable for this plan.

The Total Distribution Cost for this plan is [$T] as shown in the Policy Illustration. This makes up [U%] of the total premiums payable.

WHAT HAPPENS IF YOU SURRENDER YOUR POLICY EARLY?

As buying a life insurance policy is a long-term commitment, an early termination of the policy

usually involves high costs and the surrender value, if any, that is payable to you may be zero or less than the total premiums paid.

OTHER IMPORTANT INFORMATION

After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

_____
Adviser's Signature

Date:

_____
Proposer's Signature

Date:

This Cover Page is an important document.

- **It highlights the key features and risks of this product and should be read together with the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable.**
- **It is important to read the Policy Illustration, Product Summary and Bundled Product Disclosure Document, where applicable, before deciding whether to purchase this product. If you do not have a copy of these documents, please contact us at [Contact Number] or your [Financial Advisor Representative] to ask for them.**
- **You should not purchase this product if you do not understand or are not comfortable with the risks of this product.**

[Product Name]

Product Type	**Non-Participating Whole Life Plan**
Premium Term	**[Y Year(s)/Single Premium]**
Policy Term	**[Whole Life until the life assured is [xx] years old]**
Name of Insurer	**[Company Name]**
Policy Currency	**[Currency]**

WHAT ARE YOU PURCHASING?

This is a non-participating whole life plan which offers you [both (if there are surrender value)] insurance coverage [and investment return (if there are surrender value)]. It comprises guaranteed benefits only.

WHAT RETURNS CAN YOU EXPECT FROM THIS POLICY? [If there is surrender value]

Your guaranteed Yield upon surrender at age [C] is [X%] per annum.

You can compare [X%] guaranteed Yield upon surrender with the returns of Singapore Savings Bonds and Singapore Government Securities. You may refer to http://www.sgs.gov.sg/savingsbonds.aspx and http://www.sgs.gov.sg/ for more information on the returns of Singapore Savings Bonds and Singapore Government Securities. Please note that the guaranteed Yield upon surrender takes into account the cost of insurance and expenses incurred.

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After purchasing a life insurance policy, you have [at least a 14-day] free-look period starting from the day you receive your policy documents to review the documents carefully. During this time, if you choose to cancel your policy, the insurer will refund you the premiums you have paid, less any medical fees and other expenses, such as payments for medical check-ups and medical reports, incurred by the insurer.

compareFIRST is an online portal that enables you to easily compare the premiums and features of life insurance products available to the retail market in Singapore. compareFIRST empowers you to make informed decisions when purchasing life insurance products. You can access the portal at www.comparefirst.sg before making a life insurance purchase. You can also find out more about life insurance products at www.moneysense.gov.sg.

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a participating endowment product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

You can consider buying **[Product Name].**

No, I only need protection coverage. I prefer to manage my own investment.

You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

You should consider buying **a *Term Product*** (see below).

* The premium for Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is a Term Product?

A Term product provides you with protection coverage for a fixed period of time without any investment feature.

A type of Term product is Direct Purchase Insurance (DPI) Term products. These can be bought directly from the customer service centres or websites (if available) of life insurance companies. As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

[Footnotes, if any]

[Company Logo and other Info]

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

	[Product Name]	Alternative Term Product [Term]
How much you pay in a year	**$[xx]** annually	**$[xx]** annually
How long you have to pay	**For [xx] years until the life insured is [xx] years old.**	**For [xx] years until the life insured is [xx] years old.**
The PROTECTION coverage		
How much you pay in total	**$[xx]** in total	**$[xx]** in total Premium difference compared with [Product Name]: **$[xx]**
How long is the coverage	**For [xx] years until the life insured is [xx] years old**	**For [xx] years until the life insured is [xx] years old**
Death Benefit	<table><tr><th rowspan="2">Year/ Age</th><th rowspan="2">Guaranteed death benefit and cash payouts ($)</th><th colspan="2">Guaranteed + Non-guaranteed death benefit and cash payouts under two scenarios ($)</th></tr><tr><th>A</th><th>B</th></tr><tr><td>[t/Age]</td><td>[xx]</td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr></table> ▪ This product also provides [annual guaranteed and non-guaranteed cash payouts]. The illustration assumes that cash payouts are left on deposit with the company to accumulate with interest. This may be different from the option you have chosen for the policy illustration. The interest applied to the cash payouts is not guaranteed. ▪ **Scenario A**: If the participating fund earns a lower Illustrated Rate of Return of [r]% p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [i]% p.a., the total guaranteed and non-guaranteed death benefit and cash payouts are [$xx] at age [xx]. ▪ **Scenario B**: If the participating fund earns a higher Illustrated Rate of Return of [s]% p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [j]% p.a., the total guaranteed and non-guaranteed death benefit and cash payouts are [$xx] at age [xx]. ▪ The actual amount of non-guaranteed death benefit and non-guaranteed cash payouts (if applicable) that you will receive depends on the performance of the insurer's participating fund. It may vary from what is shown in the table.	<table><tr><th>Year/ Age</th><th>Guaranteed death benefit($)</th></tr><tr><td>[t/Age]</td><td>[xx]</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table> ▪ You will receive guaranteed death benefit of $[xx] up to age [xx]. ▪ You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.
Other Benefits	▪ [Annual guaranteed and non-guaranteed cash payouts] with options to withdraw or to re-invest ▪ [Other Benefits]	▪ [Other Benefits] ▪ Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

The INVESTMENT component

What you get if you surrender [Product Name]

Year /Age	Guaranteed surrender value and cash payouts ($)	Guaranteed + Non-guaranteed surrender value and cash payouts under two scenarios ($)	
		A	B
[t/Age]	[xx]	[xx]	[xx]

- This product also provides [annual guaranteed and non-guaranteed cash payouts]. The illustration assumes that cash payouts are left on deposit with the company to accumulate with interest. This may be different from the option you have chosen for the policy illustration. The interest applied to the cash payouts is not guaranteed.
- **Guaranteed Maturity Value**: You will receive a guaranteed maturity value when the policy matures at age [xx]. This together with all guaranteed cash payouts provided throughout the policy will total $[xx].
- **Non-Guaranteed Surrender/Maturity Value:** The actual amount of non-guaranteed surrender/maturity value and non-guaranteed cash payouts (if applicable) that you will receive depends on the performance of the insurer's participating fund, expenses of running the fund and also claims made on the fund. It may vary from what is shown in the table.
- **Scenario A**: if the participating fund earns a lower Illustrated Rate of Return of [r]% p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [i]% p.a., you will receive a total guaranteed and non-guaranteed maturity value and cash payouts of $[xx] when the policy matures at age [xx].
- **Scenario B**: if the participating fund earns a higher Illustrated Rate of Return of [s]% p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [j]% p.a., you will receive a total guaranteed and non-guaranteed maturity value and cash payouts of $[xx] when the policy matures at age [xx].
- [r]% and [s]% do not represent the expected or actual Illustrated Yield of [Product Name]. The Illustrated Yield, as shown in the Policy Illustration, will be lower after the deduction of distribution and insurance costs, surrender charge and other expenses.

What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.), you will achieve $[xx] (or $[xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Footnotes, if any]

[Company logo and other info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
- The premiums for [Product Name] are based on annual payment mode for age [Age] [Age Definition]. The premiums for [Term] are based on annual payment mode for age [Age] [Age Definition].
- The sum assured for the bundled product and the Term products chosen for comparison are for illustrative purpose only. It may not be the same as the sum assured that you have selected or are able to select in the Policy Illustration. Each product has its own minimum sum assured and minimum premium limits.
- The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your adviser for details of the premium schedule.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed and non-guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

- You can refer to "Your Guide to Participating Policies" for general information on how a participating life insurance policy works. You can also find more about the types of bonuses being offered in the Product Summary. The Product Summary describes the features of the particular policy you intend to buy.

Your Guide to Participating Policies
http://www.lia.org.sg/files/document_holder/Consumer_Guides/YGTPP_English.pdf

Buying Term Product and Investing the Rest

- Term products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products.
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a participating Endowment product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

→ You can consider buying [**Product Name**].

No, I only need protection coverage. I prefer to manage my own investment.

→ You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

→ You should consider buying **a *Term Product*** (see below).

* The premium for Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is a Term Product?

A Term product provides you with protection coverage for a fixed period of time without any investment feature.

A type of Term product is Direct Purchase Insurance (DPI) Term products. These can be bought directly from the customer service centres or websites (if available) of life insurance companies. As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

[Footnotes, if any]

[Company Logo and other Info]

If the life insured is a [Gender], aged [Age], [Smoking Class], getting an initial death benefit of $[DB]

	[Product Name]	Alternative Term Product [Term]
How much you pay in a year	**$[xx]** annually	**$[xx]** annually
How long you have to pay	**For [xx] years until the life insured is [xx] years old.**	**For [xx] years until the life insured is [xx] years old.**

The PROTECTION coverage

How much you pay in total	**$[xx]** in total	**$[xx]** in total premium Difference compared [Product Name]: **$[xx]**
How long is the coverage	**For [xx] years until the life insured is [xx] years old**	**For [xx] years until the life insured is [xx] years old**
Death Benefit	<table><tr><th rowspan="2">Year/ Age</th><th rowspan="2">Guaranteed death benefit ($)</th><th colspan="2">Guaranteed + Non-guaranteed death benefit under two scenarios ($)</th></tr><tr><th>A</th><th>B</th></tr><tr><td>[t/Age]</td><td>[xx]</td><td>[xx]</td><td>[xx]</td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr></table> ▪ **Scenario A**: If the participating fund earns a lower Illustrated Rate of Return of [r]% p.a., the total guaranteed and non-guaranteed death benefit are $[xx] at age [xx]. ▪ **Scenario B**: If the participating fund earns a higher Illustrated Rate of Return of [s]% p.a., the total guaranteed and non-guaranteed death benefit are $[xx] at age [xx]. ▪ The actual amount of non-guaranteed death benefit that you will receive depends on the performance of the insurer's participating fund. It may vary from what is shown in the table.	<table><tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr><tr><td>[t/Age]</td><td>[xx]</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table> ▪ You will receive guaranteed death benefit of $[xx] up to age [xx]. ▪ You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.
Other Benefits	▪ [Other Benefits]	▪ [Other Benefits] ▪ Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

The INVESTMENT component

What you get if you surrender [Product Name]

Year /Age	Guaranteed surrender value ($)	Guaranteed + Non-guaranteed surrender value under two scenarios ($)	
		A	B
[t/Age]	[xx]	[xx]	[xx]

- **Guaranteed Maturity Value**: You will receive a total guaranteed maturity value of $[xx] when the policy matures at age [xx].
- **Non-Guaranteed Surrender/Maturity Value:** The actual amount of non-guaranteed surrender/maturity value that you will receive depends on the performance of the insurer's participating fund, expenses of running the fund and also claims made on the fund. It may vary from what is shown in the table.
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- [r]% and [s]% do not represent the expected or actual Illustrated Yield of [Product Name]. The Illustrated Yield, as shown in the Policy Illustration, will be lower after the deduction of distribution and insurance costs, surrender charge and other expenses.

What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve $[xx] (or $[xx]) when you turn 85.
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender/maturity value of the bundled product?

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Footnotes, if any]

[Company logo and other info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
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  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
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- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
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Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a participating whole life product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

You can consider buying **[Product Name].**

No, I only need protection coverage. I prefer to manage my own investment.

You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

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[Footnotes, if any]

[Company Logo and other Info]

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

<table>
<tr><th></th><th>[Product Name]</th><th>Alternative
Term Product
[Term]</th></tr>
<tr><td>How much you pay in a year</td><td>[$xx] annually</td><td>[$xx] annually</td></tr>
<tr><td>How long you have to pay</td><td>For [xx] years until the life insured is [xx] years old.</td><td>For [xx] years until the life insured is [xx] years old.</td></tr>
<tr><td colspan="3">The PROTECTION coverage</td></tr>
<tr><td>How much you pay in total</td><td>[$xx] in total</td><td>[$xx] in total
Premium difference compared with [Product Name]: [$xx]</td></tr>
<tr><td>How long is the coverage</td><td>Whole Life until the life insured is [xx] years old</td><td>For [xx] years until the life insured is [xx] years old</td></tr>
<tr><td>Death Benefit</td><td>
<table>
<tr><th rowspan="2">Year/ Age</th><th rowspan="2">Guaranteed death benefit and cash payouts ($)</th><th colspan="2">Guaranteed + Non-guaranteed death benefit and cash payouts under two scenarios ($)</th></tr>
<tr><th>A</th><th>B</th></tr>
<tr><td>[t/Age]</td><td>[xx]</td><td>[xx]</td><td>[xx]</td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
</table>

This product also provides [annual guaranteed and non-guaranteed cash payouts]. The illustration assumes that cash payouts are left on deposit with the company to accumulate with interest. This may be different from the option you have chosen for the policy illustration. The interest applied to the cash payouts is not guaranteed.
Scenario A: If the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [i%] p.a., the total guaranteed and non-guaranteed death benefit and cash payouts are [$xx] at age [xx].
Scenario B: If the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [j%] p.a., the total guaranteed and non-guaranteed death benefit and cash payouts are[$xx] at age [xx].
The actual amount of non-guaranteed death benefit and non-guaranteed cash payouts (if applicable) that you will receive depends on the performance of the insurer's participating fund. It may vary from what is shown in the table.

</td><td>
<table>
<tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr>
<tr><td>[t/Age]</td><td>[xx]</td></tr>
<tr><td></td><td></td></tr>
<tr><td></td><td></td></tr>
<tr><td></td><td></td></tr>
</table>

You will receive guaranteed death benefit of [$xx] up to age [xx].
You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.

</td></tr>
<tr><td>Other Benefits</td><td>[Annual guaranteed and non-guaranteed cash payouts with options to withdraw or to re-invest]
[Other Benefits]</td><td>[Other Benefits]
Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product</td></tr>
</table>

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

[Company Logo and other Info]

The INVESTMENT component

What you get if you surrender [Product Name]

Year /Age	Guaranteed surrender value and cash payouts ($)	Guaranteed + Non-guaranteed surrender value and cash payouts under two scenarios ($)	
		A	B
[t/Age]	[xx]	[xx]	[xx]

- This product also provides [annual guaranteed and non-guaranteed cash payouts]. The illustration assumes that cash payouts are left on deposit with the company to accumulate with interest. This may be different from the option you have chosen for the policy illustration. The interest applied to the cash payouts is not guaranteed
- **Guaranteed Surrender Value**: You will receive a guaranteed surrender value when you surrender the policy at age [xx]. This together with the cash payouts you have received to date will total [$xx].
- **Non-Guaranteed Surrender/Maturity Value:** The actual amount of non-guaranteed surrender value and non-guaranteed cash payouts that you will receive depends on the performance of the insurer's participating fund, expenses of running the fund and also claims made on the fund. It may vary from what is shown in the table.
- **Scenario A**: if the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [i%] p.a., you will receive a total guaranteed and non-guaranteed surrender value and cash payouts of [$xx] when you surrender the policy at age [xx].
- **Scenario B**: if the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., and all cash payouts are reinvested at a non-guaranteed interest rate of [j%] p.a., you will receive a total guaranteed and non-guaranteed surrender value and cash payouts of [$xx] when you surrender the policy at age [xx].
- [r%] and [s%] do not represent the expected or actual Illustrated Yield of [Product Name]. The Illustrated Yield, as shown in the Policy Illustration, will be lower after the deduction of distribution and insurance costs, surrender charge and other expenses.

What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve [$xx] (or [$xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender value of the bundled product?

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Fo

[Company logo and other info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
- The premiums for [Product Name] are based on annual payment mode for age [Age] [Age Definition]. The premiums for [Term] are based on annual payment mode for age [Age] [Age Definition].
- The sum assured for the bundled product and the Term products chosen for comparison are for illustrative purpose only. It may not be the same as the sum assured that you have selected or are able to select in the Policy Illustration. Each product has its own minimum sum assured and minimum premium limits.
- The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your adviser for details of the premium schedule.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed and non-guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

- You can refer to "Your Guide to Participating Policies" for general information on how a participating life insurance policy works. You can also find more about the types of bonuses being offered in the Product Summary. The Product Summary describes the features of the particular policy you intend to buy.

Your Guide to Participating Policies
http://www.lia.org.sg/files/document_holder/Consumer_Guides/YGTPP_English.pdf

Buying Term Product and Investing the Rest

- Term products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products.
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a participating whole life product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

→ You can consider buying [Product Name].

No, I only need protection coverage. I prefer to manage my own investment.

→ You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

→ You should consider buying **a *Term Product*** (see below).

* The premium for Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is a Term Product?

A Term product provides you with protection coverage for a fixed period of time without any investment feature.

A type of Term product is Direct Purchase Insurance (DPI) Term products. These can be bought directly from the customer service centres or websites (if available) of life insurance companies. As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

	[Product Name]	Alternative Term Product [Term]
How much you pay in a year	**[$xx]** annually	**[$xx]** annually
How long you have to pay	**For [xx] years until the life insured is [xx] years old.**	**For [xx] years until the life insured is [xx] years old.**

The PROTECTION coverage

How much you pay in total	**[$xx]** in total	**[$xx]** in total premium Difference compared [Product Name]: [**$xx**]
How long is the coverage	**Whole Life until the life insured is [xx] years old**	**For [xx] years until the life insured is [xx] years old**
Death Benefit	<table><tr><th rowspan="2">Year/ Age</th><th rowspan="2">Guaranteed death benefit ($)</th><th colspan="2">Guaranteed + Non-guaranteed death benefit under two scenarios ($)</th></tr><tr><th>A</th><th>B</th></tr><tr><td>[t/Age]</td><td>[xx]</td><td>[xx]</td><td>[xx]</td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td></tr></table> ▪ **Scenario A**: If the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., the total guaranteed and non-guaranteed death benefit are [$xx] at age [xx]. ▪ **Scenario B**: If the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., the total guaranteed and non-guaranteed death benefit are [$xx] at age [xx]. ▪ The actual amount of non-guaranteed death benefit that you will receive depends on the performance of the insurer's participating fund. It may vary from what is shown in the table.	<table><tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr><tr><td>[t/Age]</td><td>[xx]</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table> ▪ You will receive guaranteed death benefit of [$xx] up to age [xx]. ▪ You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.
Other Benefits	▪ [Other Benefits]	▪ [Other Benefits] ▪ Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

[Footnotes, if any]

The INVESTMENT component

What you get if you surrender [Product Name]

Year /Age	Guaranteed surrender value ($)	Guaranteed + Non-guaranteed surrender value under two scenarios ($)	
		A	B
[t/Age]	[xx]	[xx]	[xx]

- **Guaranteed Surrender Value**: You will receive a total guaranteed surrender value of [$xx] when you surrender the policy at age [xx].
- **Non-Guaranteed Surrender Value:** The actual amount of non-guaranteed surrender value that you will receive depends on the performance of the insurer's participating fund, expenses of running the fund and also claims made on the fund. It may vary from what is shown in the table.
- **Scenario A**: if the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., you will receive a total guaranteed and non-guaranteed surrender value of [$xx] when you surrender the policy at age [xx].
- **Scenario B**: if the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., you will receive a total guaranteed and non-guaranteed surrender value of [$xx]when you surrender the policy at age [xx].
- [r%] and [s%] do not represent the expected or actual Illustrated Yield of [Product Name]. The Illustrated Yield, as shown in the Policy Illustration, will be lower after the deduction of distribution and insurance costs, surrender charge and other expenses.

What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve [$xx] (or [$xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender value of the bundled product?

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Company logo and other info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
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- The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your adviser for details of the premium schedule.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed and non-guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

- You can refer to "Your Guide to Participating Policies" for general information on how a participating life insurance policy works. You can also find more about the types of bonuses being offered in the Product Summary. The Product Summary describes the features of the particular policy you intend to buy.

Your Guide to Participating Policies
http://www.lia.org.sg/files/document_holder/Consumer_Guides/YGTPP_English.pdf

Buying Term Product and Investing the Rest

- Term products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products.
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a non-participating endowment product. It is a bundled product with 2 parts –

Protection Coverage	Savings Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want savings returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

→ You can consider buying [Product Name]

No, I only need protection coverage. I prefer to manage my own investment.

→ You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

→ You should consider buying **a *Term Product*** (see below).

* The premium for Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is a Term Product?

A Term product provides you with protection coverage for a fixed period of time without any investment feature.

A type of Term product is Direct Purchase Insurance (DPI) Term products. These can be bought directly from the customer service centres or websites (if available) of life insurance companies. As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

	[Product Name]	Alternative Term Product [Term]
How much you pay in a year	**[$xx]** annually	**[$xx]** annually
How long you have to pay	**For [xx] years until the life insured is [xx] years old.**	**For [xx] years until the life insured is [xx] years old.**
The PROTECTION coverage		
How much you pay in total	**[$xx]** in total	**[$xx]** in total premium Difference compared with [Product Name]: **[$xx]**
How long is the coverage	**For [xx] years until the life insured is [xx] years old**	**For [xx] years until the life insured is [xx] years old**
Death Benefit	**Year/ Age** | **Guaranteed death benefit ($)** **[t/Age]** \| [xx] ▪ You will receive guaranteed death benefit of [$xx] at age [xx].	**Year/ Age** | **Guaranteed death benefit($)** **[t/Age]** \| [xx] ▪ You will receive guaranteed death benefit of [$xx] up to age [xx]. ▪ You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.
Other Benefits	▪ [Other Benefits]	▪ [Other Benefits] ▪ Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

The INVESTMENT component

What you get if you surrender [Product Name]	What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	Guaranteed surrender value ($)
[t/Age]	[xx]

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- **Guaranteed Maturity Value**: You will receive a total guaranteed maturity value of [$xx] when the policy matures at age [xx].

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve [$xx] (or [$xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender/maturity value of the bundled product?

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
- The premiums for [Product Name] are based on annual payment mode for age [Age] [Age Definition]. The premiums for [Term] are based on annual payment mode for age [Age] [Age Definition].
- The sum assured for the bundled product and the Term products chosen for comparison are for illustrative purpose only. It may not be the same as the sum assured that you have selected or are able to select in the Policy Illustration. Each product has its own minimum sum assured and minimum premium limits.
- The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your adviser for details of the premium schedule.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

Buying Term Product and Investing the Rest

- Term products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
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Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a non-participating whole life product. It is a bundled product with 2 parts –

Protection Coverage	Savings Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want savings returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

→ You can consider buying [Product Name].

No, I only need protection coverage. I prefer to manage my own investment.

→ You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

→ You should consider buying **a *Term Product*** (see below).

* The premium for Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is a Term Product?

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compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

[Footnotes, if any]

[Company Logo and other Info]

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

<table>
<tr><th rowspan="2"></th><th rowspan="2">[Product Name]</th><th>Alternative</th></tr>
<tr><th>Term Product
[Term]</th></tr>
<tr><td>How much you pay in a year</td><td>[$xx] annually</td><td>[$xx] annually</td></tr>
<tr><td>How long you have to pay</td><td>For [xx] years until the life insured is [xx] years old.</td><td>For [xx] years until the life insured is [xx] years old.</td></tr>
<tr><td colspan="3">The PROTECTION coverage</td></tr>
<tr><td>How much you pay in total</td><td>[$xx] in total</td><td>[$xx] in total premium
Difference compared [Product Name]: [$xx]</td></tr>
<tr><td>How long is the coverage</td><td>Whole Life until the life insured is [xx] years old</td><td>For [xx] years until the life insured is [xx] years old</td></tr>
<tr><td>Death Benefit</td><td><table><tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr><tr><td>[t/Age]</td><td>[xx]</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table>
You will receive guaranteed death benefit of [$xx] at age [xx].</td><td><table><tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr><tr><td>[t/Age]</td><td>[xx]</td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr><tr><td></td><td></td></tr></table>
You will receive guaranteed death benefit of [$xx] up to age [xx].
You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.</td></tr>
<tr><td>Other Benefits</td><td>[Other Benefits]</td><td>[Other Benefits]
Speak to your adviser about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product</td></tr>
</table>

CHECKPOINT 1:
Can the Term Product meet your insurance protection needs?

[Footnotes, if any]

The INVESTMENT component

What you get if you surrender [Product Name]	What you get if you purchase [Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	Guaranteed surrender value ($)
[t/Age]	[xx]

Year /Age	The amounts you earn if you invest the premium differences at these net rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- **Guaranteed Surrender Value**: You will receive a total guaranteed surrender value of [$xx] when you surrender the policy at age [xx].

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve [$xx] (or [$xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender value of the bundled product?

You can consider buying a Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Company logo and other info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
- The premiums for [Product Name], [Term] are based on annual payment mode for age [Age] [Age Definition].
- The sum assured for the bundled product and the Term products chosen for comparison are for illustrative purpose only. It may not be the same as the sum assured that you have selected or are able to select in the Policy Illustration. Each product has its own minimum sum assured and minimum premium limits.
- The initial annual premium is shown. The product may have premiums which increase or decrease over time. You should check with your adviser for details of the premium schedule.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

Buying Term Product and Investing the Rest

- Term products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products.
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING [Product Name]

What is [Product Name]?

[Product Name] is a participating whole life product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name]. The questions at each checkpoint will help you decide if [Product Name] or an alternative product is suitable for you.

Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium*.

→ You can consider buying [Product Name]

No, I only need protection coverage. I prefer to manage my own investment.

→ You can consider
1. buying a *DPI Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium*.

→ You should consider buying **a *DPI Term Product*** (see below).

* The premium for DPI Term Product may be higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

What is Direct Purchase Insurance (DPI)?

BUY DIRECT — DPI are simple life insurance products that you can buy directly from the customer service centres or websites (if available) of life insurance companies.

LOWER PREMIUMS — As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

"DIRECT" — DPI can be identified by the prefix "DIRECT" in their product name.

What is a Term Product?

Term Life — A Term Product provides you with protection coverage for a fixed period of time without any investment feature.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

[Footnotes , if any]

[Company Logo and other Info]

If the life insured is a [Gender], aged [Age], [Smoking Status], getting an initial death benefit of $[DB]

<table>
<tr><th rowspan="2"></th><th rowspan="2">[Product Name]</th><th>Alternative</th></tr>
<tr><th>DPI Term Product
[Direct – Term]</th></tr>
<tr><td>How much you pay in a year</td><td>[$xx] annually</td><td>[$xx] annually</td></tr>
<tr><td>How long you have to pay</td><td>For [xx] years until the life insured is [xx] years old.</td><td>For [xx] years until the life insured is [xx] years old.</td></tr>
<tr><td colspan="3">The PROTECTION coverage</td></tr>
<tr><td>How much you pay in total</td><td>[$xx] in total</td><td>[$xx] in total
Premium difference compared with [Product Name]: [$xx]</td></tr>
<tr><td>How long is the coverage</td><td>Whole life until the life insured is [xx] years old</td><td>For [xx] years until the life insured is [xx] years old</td></tr>
<tr><td>Death Benefit</td><td>
<table>
<tr><th rowspan="2">Year/ Age</th><th rowspan="2">Guaranteed death benefit ($)</th><th colspan="2">Guaranteed + Non-guaranteed death benefit under 2 scenarios ($)</th></tr>
<tr><th>A</th><th>B</th></tr>
<tr><td>[t/Age]</td><td>[xx]</td><td>[xx]</td><td>[xx]</td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
<tr><td></td><td></td><td></td><td></td></tr>
</table>

Scenario A: If the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., the total guaranteed and non-guaranteed death benefit is [$xx] at age [xx].
Scenario B: If the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., the total guaranteed and non-guaranteed death benefit is [$xx] at age [xx].
The actual amount of non-guaranteed death benefit that you will receive depends on the performance of the insurer's participating fund. It may vary from what is shown in the table.

</td><td>
<table>
<tr><th>Year/ Age</th><th>Guaranteed death benefit ($)</th></tr>
<tr><td>[t/Age]</td><td>[xx]</td></tr>
<tr><td></td><td></td></tr>
<tr><td></td><td></td></tr>
<tr><td></td><td></td></tr>
</table>

You will receive guaranteed death benefit of [$xx] up to age [xx].
You may wish to note the differences in the level of death benefit and coverage term as compared to [Product Name], if any.

</td></tr>
<tr><td>Other Benefits</td><td>[Other Benefits]</td><td>[Other Benefits]
Speak to your insurer about optional riders that are available at an extra cost, which may offer similar benefits to those provided in the bundled product</td></tr>
</table>

CHECKPOINT 1:
Can the DPI Term Product meet your insurance protection needs?

[Footnotes, if any]

[Company Logo and other Info]

The INVESTMENT component

What you get if you surrender

[Product Name]

Year /Age	Guaranteed surrender value ($)	Guaranteed + Non-guaranteed surrender value under 2 scenarios ($)	
		A	B
[t/Age]	[xx]	[xx]	[xx]

- **Guaranteed Surrender Value**: You will receive a total guaranteed surrender value of [$xx] when you surrender the policy at age [xx].
- **Non-Guaranteed Surrender Value:** The actual amount of non-guaranteed surrender value that you will receive depends on the performance of the insurer's participating fund, expenses of running the fund and also claims made on the fund. It may vary from what is shown in the table.
- **Scenario A**: if the participating fund earns a lower Illustrated Rate of Return of [r%] p.a., you will receive a total guaranteed and non-guaranteed cash value of [$xx] when you surrender the policy at age 70.
- **Scenario B**: if the participating fund earns a higher Illustrated Rate of Return of [s%] p.a., you will receive a total guaranteed and non-guaranteed cash value of [$xx] when you surrender the policy at age [xx].
- [r%] and [s%] do not represent the expected or actual Illustrated Yield of [Product Name]. The Illustrated Yield, as shown in the Policy Illustration, will be lower after the deduction of insurance costs, surrender charge and other expenses.

What you get if you purchase [Direct – Term] and invest the premium difference on your own, assuming that you can consistently achieve the respective rates of return

Year /Age	The amounts you earn if you invest the premium differences at these rates of return ($)		
	0.5% p.a.	2.5% p.a.	4% p.a.
[t/Age]	[xx]	[xx]	[xx]

- If you have purchased the Term Product and invested the premium difference in a financial product of your choice assuming you earn a consistent rate of return of 0.5% p.a. (or 2.5% p.a.) you will achieve [$xx] (or [$xx]) when you turn [xx].
- The 0.5%, 2.5% and 4% annual rates of return are chosen purely for illustrative purposes and not guaranteed. The illustrated amounts are based on the assumption that you can achieve the respective rates of return consistently. You should note that the net rates of returns of most investment and financial products generally fluctuate over a period of time and you should be aware of the risks of these products when making an investment decision.
- Please note that the investment values shown above may be negative. This may occur when the premiums for DPI Term Product are higher than the bundled product due to differences in the level of death benefit, coverage term and premium term.

CHECKPOINT 2:
Do you have the knowledge, discipline and ability to manage your own investments to achieve higher amounts than the surrender value of the bundled product?

You can consider buying a DPI Term Product for insurance protection and investing the premium difference on your own if you have answered "Yes" to the two checkpoints above.

[Footnotes, if any]

[Company Logo and other Info]

IMPORTANT POINTS TO NOTE

About the illustrations

- The premiums shown are based on a standard life with no pre-existing medical conditions. The life insured is assumed to be [residing in Singapore / of Singapore nationality].
- The premiums of [Product Name] and [Direct – Term] are based on annual payment mode for age [Age] [Age Definition].
- The sum assured for the bundled product and the DPI Term product chosen for comparison are for illustrative purpose only. It may not be the same as the sum assured that you have selected or are able to select in the Policy Illustration. Each product has its own minimum sum assured and minimum premium limits.
- The initial annual premium is shown. The product may have premiums which increase or decrease over time.

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed and non-guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:

  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.

- You can refer to "Your Guide to Participating Policies" for general information on how a participating life insurance policy works. You can also find more about the types of bonuses being offered in the Product Summary. The Product Summary

Your Guide to Participating Policies
http://www.lia.org.sg/files/document_holder/Consumer_Guides/YGTPP_English.pdf

Buying DPI Term Product and Investing the Rest

- DPI Term products have no investment component. As such, there is no surrender value if the policy ends or is terminated prematurely. This is why they typically cost less.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products.
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

[Company Logo and other Info]

WHAT YOU SHOULD KNOW BEFORE BUYING

[Product Name]

What is [Product Name]?

[Product Name] is a ***[Product Type]*** product. It is a bundled product with 2 parts –

Protection Coverage	Investment Component

Why should I read this?

It helps you understand what a bundled product is and whether you should buy [Product Name].
Read the Cover Page to the Policy Illustration and Product Summary and take note of the key benefits and risks of this product.
Consult your financial adviser if you are in doubt or require financial advice.

Quick Check: Do you need a life insurance product that offers investment returns?

Yes, I want investment returns and protection coverage and am willing to purchase a bundled product which typically requires higher premium.

You can consider buying [Product Name].

No, I only need protection coverage. I prefer to manage my own investment.

You can consider
1. buying a *Term Product* for protection coverage (see below); and
2. investing the remaining amount of money on your own.

No, I only need protection coverage and want to purchase a Term product which typically requires lower premium.

You should consider buying **a *Term Product* for protection coverage** (see below).

Please note that based on the entry age chosen for the life insured, [the company] does not have a Term plan available for comparison with the [Product Name]. If you only need protection coverage and would like to buy a Term product, you may get more information on such products at the compareFIRST website (see below).

What is a Term Product?

A Term product provides you with protection coverage for a fixed period of time without any investment feature.

A type of Term product is Direct Purchase Insurance (DPI) Term products. These can be bought directly from the customer service centres or websites (if available) of life insurance companies. As DPI are sold without financial advice, no commission is charged and you pay lower premiums than comparable life insurance products.

compareFIRST

You can get more information on life insurance products and compare them at www.comparefirst.sg.

[Footnotes, if any]

[Company logo and other info]

IMPORTANT POINTS TO NOTE

Buying [Product Name]

- Some of the premiums paid for [Product Name] will be invested in various assets to provide guaranteed and non-guaranteed benefits that will be paid upon death, survival (if applicable), maturity (if applicable) or surrender of your policy.
- If you wish to receive the surrender value of [Product Name], you will have to surrender the policy. Before you do so, you should consider the following 2 implications:
  1) The surrender value may be less than the total premiums you have paid, especially in the early years.
  2) If the whole policy is surrendered in order to obtain the surrender value, you will no longer receive protection coverage.
- You can refer to "Your Guide to Participating Policies" for general information on how a participating life insurance policy works. You can also find out more about the types of bonuses being offered in the Product Summary. The Product Summary describes the features of the particular policy you intend to buy.

Your Guide to Participating Policies
http://www.lia.org.sg/files/document_holder/Consumer_Guides/YGTPP_English.pdf

Buying Term Product and Investing the Rest

- This option would only be feasible for you if are able to buy a Term Product from [the company] or other insurance companies, based on your personal circumstances.
- Term Products have no investment component. As such, there is no cash value if the policy ends or is terminated prematurely. Therefore, the premium of term products is typically lower than a bundled product, and as a result, certain costs, such as commissions, may also be lower.
- Your investment returns may vary depending on whether you place your money in short-term savings and fixed deposits, or in longer-term investments such as Singapore Savings Bonds and Singapore Government Securities.
- You may also compare the returns of Singapore Savings Bonds and Singapore Government Securities, which are backed by the Singapore Government, against the returns of other financial products and the illustrated returns for [Product Name].
- Most investment and financial products carry a certain level of risk. You should not purchase those products if you do not understand them or are not comfortable with the accompanying risks.

Find out more about
Investment products at http://www.moneysense.gov.sg/Understanding-Financial-Products/Investments.aspx
Singapore Savings Bonds at http://www.sgs.gov.sg/savingsbonds.aspx
Singapore Government Securities at http://www.sgs.gov.sg/

[Footnotes, if any]

Appendix VII: Annual Certification

Certification by the Principal Officer and the Appointed Actuary

We certify that the illustrated benefits in use by the Company satisfy the prescribed basis and formats set out in LIA Guidelines on Policy Illustrations, Cover Page and Bundled Product Disclosure.

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Date	Name Chief Executive Officer
---	---
Date	Name Appointed Actuary

Notes

The points listed below form an integral part of the requirements.

1. The certificate should be on company letterhead.
2. The certificate should be submitted to LIA once a year by 1 August.
3. The certification is in respect of all life insurance policies
4. Policy illustrations need not be submitted.

Appendix VIII: Prescribed Illustrated Investment Rate of Return

A%	B%	C%
4.75%	4%	8%

The prescribed illustrated investment rate of return will be subjected to change after each review conducted by LIA.