



**TOKIO MARINE**  
INSURANCE GROUP

# New Underwriting Guidelines For Passers-by

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Tokio Marine  
Life Insurance Singapore Ltd.

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## New Set of Guidelines for All Passers-By (Fully Underwritten Plans)

Current Guidelines	New Guidelines
<p><u>Financial Underwriting</u></p> <p>Financial requirements (Personal Cover Questionnaire, Income Tax Return, Intermediary Background Report) are not required if the total Sum Assured &lt; SGD 3 million.</p> <p>Financial assessment is largely based on client's declaration of occupation and annual income. The maximum sum assured allowed per life would be based on financial justification by income multiples.</p> <p>Foreigner Declaration Questionnaire is required regardless of sum assured.</p>	<p><u>Financial Underwriting</u></p> <p>The following will be required for all fully underwritten plans, <b>regardless of the sum assured</b>:</p> <ol style="list-style-type: none"> <li>1) Personal Cover Questionnaire (PCQ)</li> <li>2) Intermediary Background Report (IBR)</li> <li>3) Income Tax Statement for last 2 years</li> <li>4) Foreigner Declaration Questionnaire</li> </ol> <p><u>Rationale:</u></p> <p>To minimize risk of applicants over-stating their annual income to obtain higher insurance coverage, we will require client to furnish their income proof for all applications, regardless of the sum assured proposed.</p> <p>In addition, to make the completion of PCQ and IBR compulsory so that more information on the purpose of the insurance coverage, the existing insurances covers, net worth, client's background information can be provided to TMLS for risk assessment.</p>

## New Set of Guidelines for All Passers-By (Fully Underwritten Plans)

Current Guidelines	New Guidelines
<p><b><u>Medical Underwriting</u></b></p> <p>There are two sets of Medical Limit Tables:</p> <ul style="list-style-type: none"><li>- Medical Limit Table for Passers-by from Brunei, Indonesia and Malaysia buying Non-Term Assure II (e.g MultiCare, EarlyCover)</li><li>- Medical Limit Table for All Plans (including passers-by from Eligible Countries for Term Assure II).</li></ul>	<p><b><u>Medical Underwriting</u></b></p> <p>We will apply the <u>same</u> Medical Limit Table for all passers-by.</p> <p><u>Rationale:</u></p> <p>Applying a lower Non-Medical Limit could help to minimize risk of non-disclosure during application form completion stage.</p> <p><u>All medical tests must be carried out in Singapore.</u></p> <p>There may be risk of impersonation, if we allow medical check-up to be conducted overseas (i.e the applicant with medical history can arrange for someone else to do the medical check-up on his/her behalf).</p> <p>However, exceptions can be made if repeat or further medical tests are called for and if the applicant has already left Singapore. Such tests must be done at reputable / recognized hospitals in their home countries. Prior approval from TMLS is required.</p>

# New Set of Guidelines for All Passers-By (Fully Underwritten Plans)

## Current Medical Limit Tables

### Medical Limit Table for All Plans (except for Passers-by from Brunei, Indonesia and Malaysia for Non-Term Assure II Plans)

Please refer to the following medical limit table for:

- Singaporeans and Singapore Permanent Residents for All Plans.
- Foreigners with valid passes for All Plans.
- Foreigners without valid passes for Term Assure II only.

Sum Assured	Age Next Birthday								
	1 to 16	17 to 35	36 to 40	41 to 45	46 to 50	51 to 55	56 to 60	61 to 65	> 65
Up to S\$150,000	NM	NM	NM	NM	NM	NM	NM	NM	ME
S\$150,001 - S\$200,000	NM	NM	NM	NM	NM	NM	NM	ME	ME
S\$200,001 - S\$350,000	NM	NM	NM	NM	NM	NM	ME	ME	ME
S\$350,001 - S\$500,000	NM	NM	NM	NM	NM	NM	ME, ECG		
S\$500,001 - S\$750,000	NM	NM	NM	NM	NM	ME, MU, ECG		ME, MU, BPA, ECG	
S\$750,001 - S\$1,000,000	ME	NM	NM	NM	NM	ME, MU, BPA, ECG			
S\$1,000,001 - S\$1,500,000	IC	NM	NM	NM	NM	ME, MU, BPA, TMX	ME, MU, BPA, TMX, APS		
S\$1,500,001 - S\$2,000,000	IC	NM	NM	NM	NM				
S\$2,000,001 - S\$2,500,000	IC	ME, MU, BPA		ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS			
S\$2,500,001 - S\$3,000,000	IC								
S\$3,000,001 - S\$5,000,000	IC	ME, MU, BPA, ECG							
Above S\$5,000,000	IC	ME, MU, BPA, ECG, APS	ME, MU, BPA, ECG, APS	ME, MU, BPA, TMX, APS					

### Medical Limit Table for Non-Term Assure II Plans (For Passers-by from Brunei / Indonesia / Malaysia ONLY)

Please refer to the following table for:

- Passers-by from Brunei, Indonesia and Malaysia buying Non-Term Assure II Plans (e.g. TM MultiCare, TM EarlyCover).

Sum Assured	Age Next Birthday								
	1 to 16	17 to 35	36 to 40	41 to 45	46 to 50	51 to	56 to 60	61 to 65	> 65
Up to S\$50,000	NM	NM	NM	NM	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$50,001 - S\$100,000	ME	NM	NM	ME	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$100,001 - S\$150,000	ME	NM	ME	ME	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$150,001 - S\$200,000	ME	ME	ME	ME	ME, MU, ECG		ME, MU, BPA, ECG		
S\$200,001 - S\$350,000	ME	ME	ME	ME, HIV	ME, HIV, MU, ECG		ME, MU, BPA, ECG		
S\$350,001 - S\$500,000	ME	ME, HIV	ME, HIV, ECG		ME, MU, BPA, TMX				
S\$500,001 - S\$750,000	ME	ME, HIV	ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS				
S\$750,001 - S\$1,000,000	NA	ME, MU, HIV	ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS				
S\$1,000,001 - S\$2,000,000	NA	ME, MU, ECG, BPA		ME, MU, BPA, TMX, CXR, APS					
S\$2,000,001 - S\$3,000,000	NA	ME, MU, BPA, TMX, CXR, APS							

# New Set of Guidelines for All Passers-By (Fully Underwritten Plans)

## New Medical Limit Tables

### Medical Limit Table for Life & CI Plans (Excluding Passers-by)

Please refer to the following medical limit table for Singapore Residents ONLY:

- Singaporeans and Singapore Permanent Residents
- Foreigners with valid passes and residing in Singapore

Sum Assured	Age Next Birthday								
	1 to 16	17 to 35	36 to 40	41 to 45	46 to 50	51 to 55	56 to 60	61 to 65	> 65
Up to S\$150,000	NM	NM	NM	NM	NM	NM	NM	NM	ME
S\$150,001 - S\$200,000	NM	NM	NM	NM	NM	NM	NM	ME	ME
S\$200,001 - S\$350,000	NM	NM	NM	NM	NM	NM	ME	ME	ME
S\$350,001 - S\$500,000	NM	NM	NM	NM	NM	NM	ME, ECG		
S\$500,001 - S\$750,000	NM	NM	NM	NM	NM	ME, MU, ECG		ME, MU, BPA, ECG	
S\$750,001 - S\$1,000,000	ME	NM	NM	NM	NM	ME, MU, BPA, ECG			
S\$1,000,001 - S\$1,500,000	IC	NM	NM	NM	NM	ME, MU, BPA, TMX	ME, MU, BPA, TMX, APS		
S\$1,500,001 - S\$2,000,000	IC	NM	NM	NM	NM				
S\$2,000,001 - S\$2,500,000	IC	ME, MU, BPA		ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS			
S\$2,500,001 - S\$3,000,000	IC								
S\$3,000,001 - S\$5,000,000	IC	ME, MU, BPA, ECG							
Above S\$5,000,000	IC	ME, MU, BPA, ECG, APS	ME, MU, BPA, TMX, APS	ME, MU, BPA, TMX, APS					

### Medical Limit Table for Life & CI Plans (For Passers-by)

Please refer to the following table for:

- Passers-by from Brunei, Indonesia and Malaysia buying Non-Term Assure II Plans (e.g. TM MultiCare, TM EarlyCover)
- Passers-by from Eligible Countries buying Term Assure II

Sum Assured	Age Next Birthday								
		21 to 35	36 to 40	41 to 45	46 to 50	51 to	56 to 60	61 to 65	> 65
Up to S\$50,000		NM	NM	NM	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$50,001 - S\$100,000		NM	NM	ME	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$100,001 - S\$150,000		NM	ME	ME	ME	ME	ME, ECG	ME, ECG	ME, ECG
S\$150,001 - S\$200,000		ME	ME	ME	ME, MU, ECG		ME, MU, BPA, ECG		
S\$200,001 - S\$350,000		ME	ME	ME, HIV	ME, HIV, MU, ECG		ME, MU, BPA, ECG		
S\$350,001- S\$500,000		ME, HIV	ME, HIV, ECG		ME, MU, BPA, TMX				
S\$500,001 - S\$750,000		ME, HIV	ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS				
S\$750,001- S\$1,000,000		ME, MU, HIV	ME, MU, BPA, ECG		ME, MU, BPA, TMX, APS				
S\$1,000,001- S\$2,000,000		ME, MU, ECG, BPA		ME, MU, BPA, TMX, CXR, APS					
S\$2,000,001- S\$3,000,000		ME, MU, BPA, TMX, CXR, APS							

# New Set of Guidelines for All Passers-By (Fully Underwritten Plans)

Current Guidelines	New Guidelines
<p><u>Non-Income Earners</u></p> <p>The maximum sum assured allowed per life (including existing covers with other insurers) for Life/TPD/CI is SGD 750,000.</p> <p>They are usually the spouse, children or parents of passers-by (the main breadwinner).</p>	<p><u>Non-Income Earners</u></p> <p>We will reject insurance application for all non-income earners.</p> <p><u>Rationale:</u></p> <p>Financial justification is always difficult if the life assured is a non-income earner.</p> <p>Moreover, it's difficult to verify their relationship and authenticate overseas identity documents (fake marriage certificate, birth certificate, death certificate may be produced).</p>

# New Set of Guidelines for All Passers-By (GIO Plans)

Current Guidelines	New Guidelines
<p>No restriction as the sum at risk is negligible where the Death Benefit is usually 101% of premiums paid (for endowment plans) or 101% of policy value (for ILP plans).</p> <p>Do note that the following GIO Plans are excluded:</p> <ol style="list-style-type: none"><li>1) #golLP Secure Series (it has a locked-in policy value feature that will provide substantial death payout during market downturn)</li><li>2) Single Premium Plans (due to accidental death benefit &amp; higher AML risk)</li></ol>	<p>No Change.</p> <p>Continue to allow passers-by to take up eligible GIO plans.</p> <p><u>Note:</u> Foreigner Declaration Form, Personal Cover Questionnaire, Intermediary Background Report &amp; Income Proof are not mandatory documents for GIO Plans.</p> <p>However, underwriters reserve the right to obtain further financial evidence such as Financial Questionnaire, Proof of Income, Proof of Payment Transfer or Intermediary Background Report as and when deemed necessary.</p>



## New Set of Guidelines for All Passers-By

### Other Documentations Required

- ❖ Copy of passport
- ❖ Copy of Electronic Visit Pass (e-Pass) received through traveller's email as proof of entry to Singapore (this replaces the inked immigration stamps on the passport) .
- ❖ Proof of Address (e.g utility bill, bank statement etc) dated within last 6 months
- ❖ Supplementary Questionnaire on Genetic Testing (for Fully Underwritten Plans)
- ❖ COVID-19 Questionnaire, if there was history of COVID-19 infection (for Fully Underwritten Plans).

**Note:** Please note that Non-Face-To-Face-Sales Advisory Process is not allowed for Passers-By.

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