

A. MEDICAL UNDERWRITING REQUIREMENTS

Sum Assured*	To determine the medical underwriting requirements in the table below, the Total Sum Assured is the aggregate of the sum assured from all new applications and policies enforced within the past 12 months with Swiss Life. (refer appendix)			
Sum Assured*	Attained Age			
(USD)	18 to 45	46 to 55	56 to 70	71 - 80
400,000 – 2,000,000	Non-Medical (Region 1 & 2) For Preferred lives: ME, BUP, MUC		ME, BUP, MUC PSA (Males only)	ME, BUP, ECG, MUC PSA (Males only)
2,000,001 - 3,000,000	Non- Medical (Region 1) ME, BUP, MUC		ME, BUP, ECG, MUC PSA (Males only)	
3,000,001 - 5,000,000	ME, BUP, MUC		ME, BUP, ECG, APS, MUC PSA (Males only)	
5,000,001 - 10,000,000	ME, BUP, MUC	ME, BUP, MUC, ECG	ME, BUP, TMX, APS, MUC PSA (Males only)	
Above 10,000,000	ME, BUP, TMX, APS, MUC, PSA (Males > 55 years old only)			

NOTES:

Accurate, complete and detailed declaration of all information is important for our assessment. Underwriting reserves the right to obtain further clarification, amendment, further tests or obtain evidence as needed by the specific assessment of an application or if the information given is not clear.

- 1) Accumulations of Non-medical limit is applicable as follows:-
 - **Region 1:** Up to age 55, Total sum assured within the last 12 months less than or equal to USD 3 Million
 - **Region 2:** Up to age 55, Total sum assured within the last 12 months less than or equal to USD 2 Million.
- 2) **For non-medical limit (“NML”) application, only standard class will be offered.** Non-Medical Limit is not applicable if Proposed Insured is diagnosed/treated for one of the following:
 - a. Hypertension
 - b. Diabetes
 - c. Cancer
 - d. Heart condition
 - e. Hepatitis B
 - f. Overweight
 - g. Underweight
 - h. Other medical conditions (e.g. breast history) where the underwriter may require a medical exam.

- 3) **Paramedical exam** can be accepted for ages 18 – 55 up to USD 3,000,000 (total line) and ages 56 – 64 up to USD 2,000,000 (total line) for a proposed insured who does not have a significant medical history (e.g. diabetes, heart disease, high blood pressure or breast lumps) and who has not been rated or declined by another insurer.
- 4) Routine APS may be waived for total sum assured up to USD 10 million, except where the proposed insured:
 - Has medical conditions other than common cold or influenza
 - Has had investigations done, is attending regular follow up consultation, treatment or medication.
 - Declaration of No Regular Doctor form to be submitted in cases where routine APS is waived off.
- 5) Health screening done >1years and <2year, we can obtain the detailed declaration in lieu of the report. (Refer appendix for wordings)
- 6) If the Proposed Insured declared that routine health screening was performed in the last one year, a copy of the health screening report is required.
- 7) If the Proposed Insured declared that tests such as colonoscopy, gastroscopy, coronary angiogram, mammogram, ultrasound, MIR etc. were done, a copy of the report or APS is required.
- 8) All medical reports and APS must be in English. If translated, certification of translator must be included.
- 9) Validity of medicals:
 - Standard/Borderline Standard cases: 12 months
 - Substandard Cases: 6 months
 - A declaration of Good Health must be obtained after 90 days from date of routine medicals.
- 10) Use of own health screening reports:
 - May be used to replacement routine medical requirements
 - Accepted if within the 6 months validity period
 - Examination must be completed in Singapore
 - Underwriter will evaluate the medical reports received.
 - If the medical or medical tests do not include all of our requirements, the missing requirements will be requested.

11) Smoking Classifications:

Preferred Plus Non Smoker	Meets the Preferred Plus criteria and has not used any form of tobacco or nicotine products in last 5 years. Limited Cigar Use: No more than 12 cigars per year and negative cotinine result.
Preferred Non Smoker	Meet the Preferred criteria and has not used any form of tobacco or nicotine products in the last 2 years. Limited Cigar Use: No more than 24 cigars per year and negative nicotine result.
Standard Non Smoker	Not used any form of tobacco or nicotine products within the last 12 months and: Does not meet all Preferred criteria.
Preferred Smoker	Meets the Preferred criteria but has used any form of tobacco or nicotine products within the past 12 months.
Standard Smoker	Does not meet the Preferred criteria and has used any form of tobacco or nicotine products within the past 12 months.

12) Underwriting reserves the right to request medical or financial evidence on an individual basis as needed by the specific details of an application.

LEGEND

Non-Med	Non-Medical examination
APS	Attending Physician's Statement
ME	Medical Examination Report
MU	Microscopic Urinalysis
ECG	Electro-Cardiogram
TMX	Stress ECG
MUC	Micro-urine Cotinine Test (*required only for a Non-smoker who has to undergo a medical examination)
BP	Blood Profile
	Fasting Blood Lipids profile (Cholesterol, Triglycerides, HDL, LDL)
	Hepatitis B Screening - HBsAg/Ab (HbeAg/Ab and AFP needed if HbsAg is positive)
	SGOT, SGPT, and GGT
	Serum Creatinine, Urea, Uric Acid
	Alkaline Phosphatase
	Fasting Blood Sugar and Hba1c
	Full Blood Count - Haemoglobin, Erythrocytes, Leucocytes, Platelets, MCV, MCH, MCHC, Haematocrit, PBF, Neutrophils (%), Lymphocytes (%), Monocytes (%), Eosinophils (%), Basophils (%)
	ESR
	HIV Antibody
PSA	Prostate Specific Antigen
BUP	BP + MU

Preferred Class Criteria

	Preferred		Preferred Plus
	Non-Smoker	Smoker	Non-Smoker
Non-smoker Definition	No tobacco use for 24 months Negative urine cotinine test	N/A Cotinine not required	No tobacco use for 60 months Negative urine cotinine test
Cigar use	Up to 2 cigars per month	N/A	Up to 1 cigar per month
Build	Age 18 to 34 : BMI <= 27 Age 35 to 54 : BMI <= 28 Age 55 and above: <= 31	Age 18 to 34 : BMI <= 27 Age 35 to 54 : BMI <= 28 Age 55 and above: <= 31	Age 18 to 34 : BMI <= 26 Age 35 to 54 : BMI <= 27 Age 55 to 70 : BMI <= 28
Cholesterol /HDL Ratio	Ages <=55: up to 5.5 Age 56 up: <= 6.0	Ages <=55: up to 5.5 Age 56 up: <= 6.0	Ages <=55: up to 4.5 Age 56 up: <= 5.0
Total Cholesterol	Ages <=55: <=250mg/dl Age 56 up: <= 270mg/dl Total cholesterol up to 300 is acceptable for Preferred if the CHL/HDL ratio is 1 point less than the published limit	Ages <=55: <=250mg/dl Age 56 up: <= 270mg/dl Total cholesterol up to 300 is acceptable for Preferred if the CHL/HDL ratio is 1 point less than the published limit	Ages <=55: <=230mg/dl Age 56 up: <= 250mg/dl Total cholesterol up to 300 is acceptable for Preferred Plus if the CHL/HDL ratio is 1 point less than the published limit
Blood Pressure	Ages <=55: <= 140/90 Age 56 up: <= 150/90	Ages <=55: <= 140/90 Age 56 up: <= 150/90	Ages <=55: <= 135/85 Age 56 up: <= 140/90
Hepatitis B carrier	Negative	Negative	Negative
HbA1c	<= 6.1%	<= 6.1%	<= 5.8%
Personal History	No history of heart disease, impaired glucose tolerance, diabetes or cancer	No history of heart disease, impaired glucose tolerance, diabetes or cancer	No history of heart disease, impaired glucose tolerance, diabetes or cancer
Family History	No death of either parent before age 60 due to cancer, diabetes or cardiovascular disease. Disregard if applicant is aged 60 or older.	No death of either parent before age 60 due to cancer, diabetes or cardiovascular disease. Disregard if applicant is aged 60 or older.	No death of either parent before age 65 due to cancer, diabetes or cardiovascular disease. Disregard if applicant is aged 60 or older.
*Extramortality	No rateable impairments + 25% EM can be rounded down to zero for Standard class but these borderline cases are ineligible for preferred/ preferred plus.	No rateable impairments + 25% EM can be rounded down to zero for Standard class but these borderline cases are ineligible for preferred/ preferred plus.	No rateable impairments + 25% EM can be rounded down to zero for Standard class but these borderline cases are ineligible for preferred/ preferred plus.
Non-Medical cases	Ineligible for preferred classes	Ineligible for preferred classes	Ineligible for preferred classes

B. FINANCIAL UNDERWRITING REQUIREMENTS

Swiss Life may accept other forms of documentation in lieu of those below should the document be deemed as financially suitable for justification of the Sum Assured. Swiss Life reserves the right to call for additional proof of income where necessary. In addition, documents for the purpose of due diligence for AML (KYC) or other reasons may be required.

**Sum Assured (USD)	Financial Evidence Requirements	
	Non-Private Bank Clients	Private Bank Clients
Up to 2,000,000	Application form disclosures only & Financial Questionnaire (Signed by Agent / Broker)	
2,000,001 – 5,000,000	Application form, Financial questionnaire and Broker Report	Application form, Financial Questionnaire and Broker Report
5,000,001 – 30,000,000	Application form, Financial Questionnaire, Broker Report, Bank reference letter plus independent proof of income and/or assets in the form of either tax returns, audited accounts etc. Consider to waive additional proofs where bank letter states precise amount of assets under management.	Application form, Financial Questionnaire, Broker Report and Bank reference letter
Above 30,000,000	Application form, Financial Questionnaire, Broker Report, Bank reference letter plus independent proof of income and/or assets in the form of either tax returns, audited accounts etc.	

Definition:

****Sum Assured:** Sum assured is based on the total currently applied and inforce with Swiss Life.

Key Points:

- Underwriting reserves the right to ask for additional information to assist with verification of financial status and /or identity
- For financial underwriting justification, underwriter will consider the total sum assured (currently applied for, inforce and concurrent policies) with all carriers

Joint-Life: We can consider taking the higher financial justification between the 2 insureds.

Validity of Financial documents:

- Broker's Memo/Background Report: 6 months
- Bank Reference Letter: 12 months
- ACRA: 3 months

Unearned Income

- Rent, interest, dividends, trust distributions, royalties or other monies
- Not paid as a result of personal exertion
- Usually not considered unless the client can demonstrate that it will cease in the event of death or incapacity

Earned Income: Income derived regularly as a result of employment / business

- Salary
- Commission
- Bonuses
- Cash allowances e.g. for food, travelling, servants, housing, cost of living, etc.
- Share of Company net profit (based on % of Company ownership)

FINANCIAL UNDERWRITING GUIDELINES

Personal Insurance	
Income Multiplier	75 less current age subject to a maximum of 35 times of annual income a. $75 - 42 = 33$ b. $75 - 35 = 40$ (cap to 35)
Net Assets Approach	Allow sum assured of up to 30% of net assets excluding cash. Age >70: up to 20%.
Income multiplier and net worth	Income multiplier (earned) + 30% net worth (excluding cash)
Loan Protection	Single borrower: 100% of fixed amount loan or 50% of overdraft facility Multiple borrowers: Divide equally between borrowers or in line with each person's share; total sum assured not to exceed 100% of loan
Unearned income	Up to 50% of unearned income
Bank reference letter	Relationship >12 months with specific info required including assets under management (AUM) where possible < 12 months or insufficient information – need independent proof of income and/or assets
Business Insurance	
Keyman cover - using income replacement	Age up to 55: Up to 15 x Annual Income Age >55: Up to 10 x Annual Income
Keyman cover - using business profits	Net profits: 6 x NP averaged over a minimum of 2 years Gross profits: Up to 3 x average GP
Loan Protection	Single borrower: 100% of fixed amount loan or 50% of overdraft facility Multiple borrowers: Divide equally between borrowers or in line with each person's share; total sum assured not to exceed 100% of loan
Partnership	Value of partnership holding
Non-Income Earners	
Home Makers / Retirees	Up to USD 3,000,000: 100% of working spouse's cover Up to USD 10,000,000: 50% of working spouse's cover Retirees: 30% of net worth (excluding cash) up to a max. of USD 20,000,000
Students	Up to USD 3,000,000: 100% of parents' cover Up to USD 10,000,000: 50% of parents' cover

C. THE ISSUE AGE AND COVER AGE APPLICABLE

	Age Last Birthday	
	Minimum Issue Age	Maximum Issue Age
All Causes Death Benefit	18	80
Accelerated Terminal Illness Benefit	18	80
Additional Accidental Death Benefit	18	65

D. COUNTRY CLASSIFICATION / RESIDENTIAL GUIDELINES

Definition of country of residence

Country of residence is defined as “where the proposed insured resides for 183 days or more per annum”.

ASIA

Country	Region Classification	Comments
Brunei	1	
China	1	Excludes Tibet & Xinjiang
Hong Kong	1+	
Indonesia	2	
Malaysia	2	
Philippines	2	Excludes Central and western Mindanao, including the Zamboanga Peninsula and the Sulu Archipelago
Singapore	1+	
South Korea	1	
Taiwan	1	
Thailand	2	Excludes Yala, Pattani, Narathiwat, Songkhla

MIDDLE EAST

Country	Region Classification	Comments
Israel	2	
Jordan	2	
Kuwait	2	
Qatar	2	
UAE	1+	

LIST OF NON-ELIGIBLE RESIDENCY & NATIONALITY

Country	Region Classification	Comments
USA	Non-eligible Persons	US Persons not acceptable
Brazil	Non-eligible residency	
Chile	Non-eligible residency	
EEA residents	Non-eligible residency	Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United Kingdom
EFTA residents	Non-eligible residency	Iceland, Norway, Principality of Liechtenstein, Switzerland
Iran	Non-eligible nationality	
North Korea	Non-eligible nationality	

APPENDIX

Health screening waiver declaration:

Client Declaration in lieu of Health Screening/Medical Check-up reports:

- Date of Medical Check-up/Health Screening
 - Name and Address of the medical centre and referring doctor.
 - Reasons for the check-up: Whether routine Health screening or due to any medical history, complaints or symptoms (please provide details)
 - Detailed lists of tests done (Blood tests, Urine, CXR, ECG, etc.)
 - Whether any special tests done (Cancer screening, Echocardiography, Ultrasound, Mammography, Colonoscopy, Spirometry, MRI, CT Angiography, etc.)
 - Any abnormalities found in the check-up/test results? If yes, please provide details.
 - Any treatment or follow-up was advised? If yes, please provide details.
 - I cannot provide copies of the reports as I do not have the original check-up/test reports.
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Swiss Life is one of the major life insurance providers in Europe, with operations in Switzerland, Germany and France. To drive its international business, Swiss Life also established competence centres in Singapore and Luxembourg.

In the growing business of providing sophisticated life insurance solutions for High Net Worth Individuals (“HNWIs”), Swiss Life is one of the leading providers worldwide.

About Swiss Life Group

- Founded in 1857 with over 150 years of expertise
- Provider of life insurance and pension solutions
- Strong capital base
- Total Net Profit of CHF 1013 million as of 31 December 2017

About Swiss Life Global Solutions – Singapore

- Licensed and regulated by the Monetary Authority of Singapore
- Capital Adequacy Ratio of more than 1278% as of 31 December 2017
- Audited by PricewaterhouseCoopers

About Global Private Wealth Insurance business within Swiss Life (Singapore) Pte. Ltd.

- One of the leading Life Insurance company offering HNW solutions in Asia
- Total AUM of more than SGD 2.7 billion as of 31 December 2017
- Specialises in bespoke insurance solutions designed to meet the needs of HNWIs

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