

STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY  
(NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)



PROFESSIONAL INVESTMENT ADVISORY SERVICES

## **Reducing Term Placemat (Reducing Term / Mortgage)**

STRICTLY FOR PIAS FA REPRESENTATIVES REFERENCE ONLY  
(NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)

## DISCLAIMERS



### **IMPORTANT NOTE:**

1. This insurance placemat has been produced by Propel Product Management on behalf of PIAS, and is solely meant for FA Representatives of PIAS as a quick reference and not meant to be reproduced in any manner.
2. The placemat encompasses only relevant approved products by PIAS only. It is an overview of similar product category based on prescribed age and for standard lives.
3. The information is obtained from the latest policy illustrations and product information provided by the relevant life insurance product providers. PIAS and Propel shall not be liable for any damages, or in any other way whatsoever, for errors of fact on the placemat and no warranty or representation is given to this effect. In the event of any discrepancy, the insurance product provider's authorized documents shall apply.
4. This placemat is not meant to be construed as an offer or solicitation by FA Representatives for the purchase of any life insurance plan nor is it meant for switching from one product to another which may be detrimental to prospects or clients. FA Representatives are to undertake a proper fact-find and risk profiling analysis with customers to provide each prospect or client with quality advice and appropriate recommendations based on the prospects' or clients' investment objectives, financial situation and particular needs.

Source: This information is from all providers of PIAS and is accurate as of **26 Feb 2024**

Disclaimer: All references made are based on PIAS suite of products in this category only.

Company	Plan name	What we like about the plan
Manulife	ManuProtect Decreasing Lite (II) / ManuProtect Decreasing (II)	<ul style="list-style-type: none"> <li>- <b>20% discount on first year premium from 6 Aug - 15 Dec 2021.</b> Premium discount is given on a per policy basis, regardless of the payment frequency.</li> <li>- <b>Most competitive premiums available in PIAS</b></li> <li>- <b>Offers maximum sum insured of up to \$20 million</b> with full underwriting and <b>Lite version</b> with <b>maximum sum insured of up to \$500K with simplified underwriting</b></li> <li>- <b>Joint lives application entitled to 5% discount</b></li> <li>- <b>Optional TPD rider</b> offers coverage <b>up till age 85</b></li> </ul>
Income	Mortgage Protection	<ul style="list-style-type: none"> <li>- <b>TPD</b> (before age 70) offered <b>as an embedded Rider</b></li> <li>- Offer wide range of <b>interest rate from 1% to 7%</b></li> <li>- <b>Wide range of riders available</b></li> </ul>

**STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY (NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)**

Provider	Manulife	Income
Product Name	ManuProtect Decreasing Lite (II)/ ManuProtect Decreasing (II)	Mortgage Term
Death	Yes	Yes
TPD	<b>Yes (Optional) - max age 85</b>	<b>Yes (embedded) - max age 70</b>
Terminal Illness	Yes	Yes
Minimum Premium	N.A.	N.A.
Minimum Sum Assured	\$150,000	\$50,000
Maximum Sum Assured	<b>ManuProtect Decreasing Lite (II): \$500,000</b> <b>ManuProtect Decreasing (II): \$20 mil</b>	Subject to underwriting
Entry Age (Min - Max)	ManuProtect Decreasing Lite II: 18 - 50 ManuProtect Decreasing II: 18 - 70 (ALB)	18 - 64 (ALB)
Underwriting	<b>ManuProtect Decreasing Lite (II): Simplified</b> ManuProtect Decreasing II: Full	Full Medical Underwriting
Premium Term	Policy term less 2 years	Premium term less 2 years
Policy Term	10-35 years (Policy term + entry age ≤ 85 years)	5 - 35 years (max expiry age: 84)
Interest Rate	1%/2%/3%/4%/5%	<b>1% to 7%</b>
Proof of Loan Agreement	Required if \$2 million SA and above	Required
Riders	<ul style="list-style-type: none"> <li>- Critical Care Enhancer Rider (II)</li> <li>- Total and Permanent Disability Plus Rider (II)*</li> <li>- Payor Benefit Rider (I)</li> <li>- Payor Benefit Plus Rider (I)</li> </ul> <p>*For Lite version, only the Total and Permanent Disability Plus Rider (II) is attachable.</p>	<ul style="list-style-type: none"> <li>- <b>Essential Protect</b></li> <li>- <b>Payor Premium Waiver</b></li> <li>- <b>Enhanced Payor Premium Waiver</b></li> <li>- <b>Dread Disease Premium Waiver</b></li> </ul>
Join Life Option	Yes	No
Third Party	Yes	Yes
Currency	SGD	SGD
USP	<ul style="list-style-type: none"> <li>- Optional TPD coverage up till age 85</li> <li>- Competitive premium rates</li> </ul>	- Variety of Rider options available

# Reducing Term Plans Comparison - Reducing Term / Mortgage Term

STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY (NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)



Male, Non Smoker		
Sum Assured	\$500,000	
Interest Rate	5%	

Lowest Annual Premium  
Lowest Total Premium

		Manulife ManuProtect Decreasing (II) / ManuProtect Decreasing Lite (II)		Income Mortgage Term	
		ALB		ALB	
Coverage		Death/TI TPD (optional)		Death/TI TPD (embedded)	
Premium Term		Policy term less 2 years		Policy term less 2 years	
ALB/ANB	Policy Term	Annual Premium	Total Premium	Annual Premium	Total Premium
19/20	10	\$150	\$1,203	\$305	\$2,442
	15	\$162	\$2,106	\$272	\$3,532
	20	\$168	\$3,024	\$276	\$4,964
	25	\$186	\$4,269	\$298	\$6,847
29/30	10	\$182	\$1,456	\$310	\$2,483
	15	\$192	\$2,501	\$290	\$3,773
	20	\$210	\$3,773	\$311	\$5,597
	25	\$239	\$5,492	\$357	\$8,200
39/40	10	\$319	\$2,554	\$468	\$3,743
	15	\$361	\$4,690	\$490	\$6,367
	20	\$417	\$7,510	\$569	\$10,249
	25	\$450	\$10,350	\$687	\$15,803
49/50	10	\$753	\$6,026	\$1,104	\$8,829
	15	\$934	\$12,137	\$1,183	\$15,374
	20	\$1,220	\$21,967	\$1,409	\$25,358
	25	\$1,526	\$35,107	\$1,751	\$40,271

## Overview

- Overview is strictly based on the modal points presented
- Manulife ManuProtect Decreasing II / Lite II: TPD rider has been attached and has the same Sum Assured and policy term as the basic plan.
- Maximum TPD coverage for Manulife ManuProtect Decreasing II/ Lite II is till age 85
- Maximum TPD coverage (embedded) for Income Mortgage Term is till age 70.

## Manulife ManuProtect Decreasing II / Manulife ManuProtect Decreasing Lite II

- **20% discount on first year premium from 6 Aug - 15 Dec 2021.** Premium discount is given on a per policy basis, regardless of the payment frequency.
- Lowest Annual and Total premiums
- Ideal for customers who have no intention to payout the full installment term of the loan tenure.
- E.g. >Investment property with intention to sell when property market is ideal.
- >Intention to upgrade property in the future.
- >Intention to shorten loan tenure with periodic lump sum payment towards loan amount.

# Reducing Term Plans Comparison - Reducing Term / Mortgage Term

STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY(NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)



Female, Non Smoker		Lowest Annual Premium
Sum Assured	\$500,000	Lowest Total Premium
Interest Rate	5%	

		Manulife ManuProtect Decreasing (II) / ManuProtect Decreasing Lite (II)		Income Mortgage Term	
		ALB		ALB	
Coverage		Death/TI TPD (optional)		Death/TI TPD (embedded)	
Premium Term		Policy term less 2 years		Policy term less 2 years	
ALB/ANB	Policy Term	Annual Premium	Total Premium	Annual Premium	Total Premium
19/20	10	\$119	\$954	\$252	\$2,017
	15	\$133	\$1,726	\$218	\$2,835
	20	\$137	\$2,462	\$218	\$3,915
	25	\$152	\$3,487	\$234	\$5,374
29/30	10	\$151	\$1,210	\$252	\$2,017
	15	\$166	\$2,153	\$231	\$3,008
	20	\$171	\$3,074	\$248	\$4,465
	25	\$183	\$4,204	\$284	\$6,541
39/40	10	\$275	\$2,202	\$417	\$3,337
	15	\$300	\$3,900	\$420	\$5,460
	20	\$322	\$5,796	\$475	\$8,556
	25	\$343	\$7,884	\$560	\$12,871
49/50	10	\$576	\$4,605	\$845	\$6,757
	15	\$654	\$8,507	\$875	\$11,370
	20	\$816	\$14,681	\$1,002	\$18,027
	25	\$986	\$22,669	\$1,212	\$27,865

## Overview

- Overview is strictly based on the modal points presented
- Manulife ManuProtect Decreasing II / Lite II: TPD rider has been attached and has the same Sum Assured and policy term as the basic plan.
- Maximum TPD coverage for Manulife ManuProtect Decreasing II/ Lite II is till age 85
- Maximum TPD coverage (embedded) for Income Mortgage Term is till age 70.

- Manulife ManuProtect Decreasing II / Manulife ManuProtect Decreasing Lite II**
- **20% discount on first year premium from 6 Aug - 15 Dec 2021.** Premium discount is given on a per policy basis, regardless of the payment frequency.
  - Lowest Annual and Total premiums
  - Ideal for customers who have no intention to payout the full installment term of the loan tenure.
- E.g. >Investment property with intention to sell when property market is ideal.  
>Intention to upgrade property in the future.  
>Intention to shorten loan tenure with periodic lump sum payment towards loan amount.

# Reducing Term Plans Comparison - Reducing Term / Mortgage Term

STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY(NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)



Male, Non Smoker			Lowest Annual Premium
Sum Assured	\$1,000,000		Lowest Total Premium
Interest Rate	5%		

		Manulife ManuProtect Decreasing (II)		Income Mortgage Term	
		ALB		ALB	
Coverage		Death/TI TPD (optional)		Death/TI TPD (embedded)	
Premium Term		Policy term less 2 years		Policy term less 2 years	
ALB/ANB	Policy Term	Annual Premium	Total Premium	Annual Premium	Total Premium
19/20	10	\$226	\$1,805	\$610	\$4,883
	15	\$243	\$3,159	\$543	\$7,065
	20	\$252	\$4,536	\$552	\$9,927
	25	\$278	\$6,403	\$595	\$13,693
29/30	10	\$273	\$2,184	\$621	\$4,966
	15	\$289	\$3,752	\$580	\$7,545
	20	\$314	\$5,659	\$622	\$11,194
	25	\$358	\$8,239	\$713	\$16,400
39/40	10	\$479	\$3,830	\$936	\$7,486
	15	\$541	\$7,036	\$980	\$12,735
	20	\$626	\$11,264	\$1,139	\$20,498
	25	\$675	\$15,525	\$1,374	\$31,607
49/50	10	\$1,130	\$9,038	\$2,207	\$17,658
	15	\$1,400	\$18,205	\$2,365	\$30,749
	20	\$1,831	\$32,951	\$2,818	\$50,717
	25	\$2,290	\$52,661	\$3,502	\$80,541

## Overview

- Overview is strictly based on the modal points presented
- Manulife ManuProtect Decreasing II: TPD rider has been attached and has the same Sum Assured and policy term as the basic plan.
- Maximum TPD coverage for Manulife ManuProtect Decreasing II is till age 85
- Maximum TPD coverage (embedded) for Income Mortgage Term is till age 70.

## Manulife ManuProtect Decreasing II

- **20% discount on first year premium from 6 Aug - 15 Dec 2021.** Premium discount is given on a per policy basis, regardless of the payment frequency.
  - Lowest Annual and Total premiums
  - Ideal for customers who have no intention to payout the full installment term of the loan tenure.
- E.g. >Investment property with intention to sell when property market is ideal.  
 >Intention to upgrade property in the future.  
 >Intention to shorten loan tenure with periodic lump sum payment towards loan amount.

# Reducing Term Plans Comparison - Reducing Term / Mortgage Term

STRICTLY FOR PIAS' FA REPRESENTATIVES REFERENCE ONLY (NOT FOR CIRCULATION TO PROSPECTS OR CLIENTS)



Female, Non Smoker			Lowest Annual Premium
Sum Assured	\$1,000,000		Lowest Total Premium
Interest Rate	5%		

		Manulife ManuProtect Decreasing (II)		Income Mortgage Term	
		ALB		ALB	
Coverage		Death/TI TPD (optional)		Death/TI TPD (embedded)	
Premium Term		Policy term less 2 years		Policy term less 2 years	
ALB/ANB	Policy Term	Annual Premium	Total Premium	Annual Premium	Total Premium
19/20	10	\$179	\$1,430	\$504	\$4,034
	15	\$199	\$2,590	\$436	\$5,670
	20	\$205	\$3,694	\$435	\$7,830
	25	\$227	\$5,230	\$467	\$10,748
29/30	10	\$227	\$1,814	\$504	\$4,034
	15	\$248	\$3,229	\$463	\$6,014
	20	\$256	\$4,612	\$496	\$8,931
	25	\$274	\$6,307	\$569	\$13,082
39/40	10	\$413	\$3,302	\$834	\$6,674
	15	\$450	\$5,850	\$840	\$10,919
	20	\$483	\$8,694	\$951	\$17,114
	25	\$514	\$11,827	\$1,119	\$25,742
49/50	10	\$863	\$6,907	\$1,689	\$13,513
	15	\$982	\$12,761	\$1,749	\$22,739
	20	\$1,223	\$22,021	\$2,003	\$36,054
	25	\$1,478	\$34,003	\$2,423	\$55,729

## Overview

- Overview is strictly based on the modal points presented
- Manulife ManuProtect Decreasing II: TPD rider has been attached and has the same Sum Assured and policy term as the basic plan.
- Maximum TPD coverage for Manulife ManuProtect Decreasing II is till age 85.
- Maximum TPD coverage (embedded) for Income Mortgage Term is till age 70.

## Manulife ManuProtect Decreasing II

- **20% discount on first year premium from 6 Aug - 15 Dec 2021.** Premium discount is given on a per policy basis, regardless of the payment frequency.
  - Lowest Annual and Total premiums
  - Ideal for customers who have no intention to payout the full installment term of the loan tenure.
- E.g. >Investment property with intention to sell when property market is ideal.
- >Intention to upgrade property in the future.
  - >Intention to shorten loan tenure with periodic lump sum payment towards loan amount.