



Manulife Educate

Financial Planner Training Manual

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Child Education Plan



Scholar (II) is a limited pay, participating endowment plan with 3 consecutive yearly cash coupons to meet education planning needs.

Child Education Plan

Give your children
a head start

**Enhanced &
Replaced**

SCHOLAR

Give your child
a head start in life.




Manulife Educate

Scholar (II) versus Manulife Educate

	Child Education Plan	
	Scholar (II)	Manulife Educate
What is this	An education plan that pays 2 consecutive regular guaranteed coupon starting at the chosen age (17, 18, 19 & 20) + Maturity Benefit	<p>An education plan that pays 2 guaranteed cash benefits at ages 16 & 17 (regardless the chosen payout age)</p> <p>Its also pays 3 consecutive regular guaranteed cash benefits starting at payout age (18 or 20) + Maturity Benefit</p>
Coverage	<p>Death, TPD & TI</p> <p>Sum Insured + Bonuses + Deposited Coupons with interest (if any)</p>	<p>Death & TI</p> <p>Higher of :</p> <p>101% of Total Premiums paid (less any advance premiums & GCB declared)</p> <p>OR</p> <p>Guaranteed Surrender Value</p> <p>+</p> <p>Accumulated Reversionary Bonus (if any) + Claim Bonus (if any) + Accumulated GCB with non-guaranteed interest(if any)</p>
Premium Term	Term less 2 years	10 years



Scholar (II) versus Manulife Educate

	Child Education Plan		
	Scholar (II)	Manulife Educate	
Guaranteed Cash Coupons Payout (GCB)	<p>First payment: Age 17, 18, 19 or 20</p> <p>1st payout – 40% Sum Insured 2nd payout – 40% Sum Insured</p>	<p>@age 16 – 5% Sum Insured @age 17 – 5% Sum Insured</p> <p><u>Payout age 18</u> @age 18 – 40% @age 19 – 20% @age 20 – 20%</p> <p><u>Payout age 20</u> @age 20 – 40% @age 21 – 20% @age 22 – 20%</p>	
Maturity Benefit	20% Sum Insured + Accumulated RB + Maturity Bonus + Accumulated GCB with interest (if any)	Final Guaranteed Cash Benefit (i.e. the 6 th Guaranteed Cash Benefit is 20% Sum Insured) + Accumulated Reversionary Bonus (if any) + Maturity Bonus (if any) + Accumulated GCB with interest (if any)	
Riders	Allowed (Term, Medicaash, Payor Benefit, Critical Illness Payor Benefit)	Allowed (Payor Premium Waiver Rider (I) and Cancer Care Premium Waiver Rider (I))	

Scholar (II) versus Manulife Educate

	Child Education Plan	
	Scholar (II)	Manulife Educate
Underwriting	Fully underwritten	Guaranteed Issuance – Base Plan Simplified Underwriting – Waiver Riders



Manulife Educate – Benefits at a Glance

Guaranteed Acceptance

- **GIO** for base plan (if riders are added, simple declaration is needed)

Participating limited pay endowment plan

- Pay premiums for **10 years**

Compliment child's tertiary education needs

- Choice of 2 Payout Ages - **age 18 or 20***
- Receive a total of **6 Guaranteed Cash Benefits (GCB)**

Protection benefits during policy term

- **Death** and **TI** coverage for insured Child

Interest-free policy loan available (only 1 time)

- Available within 12 months prior to the 3rd GCB payout

* Based on Age Last Birthday (ALB)

Manulife Educate – Target Market

Suitable Market

- ✓ Clients who are looking to accumulate savings regularly in the **medium to long term** period.
- ✓ Clients who are looking to accumulate savings via a **guarantee issuance** participating endowment plan that offers **guaranteed payouts**.
- ✓ Clients who are looking for saving plans for their **children's education needs**.
- ✓ Clients who are looking for a **capital guarantee upon maturity**.

Unsuitable Market

- ✗ Clients who are looking for a high protection plan.
- ✗ Clients who are looking for lifetime income payouts
- ✗ Clients who are looking for immediate liquidity

Manulife Educate – An overview

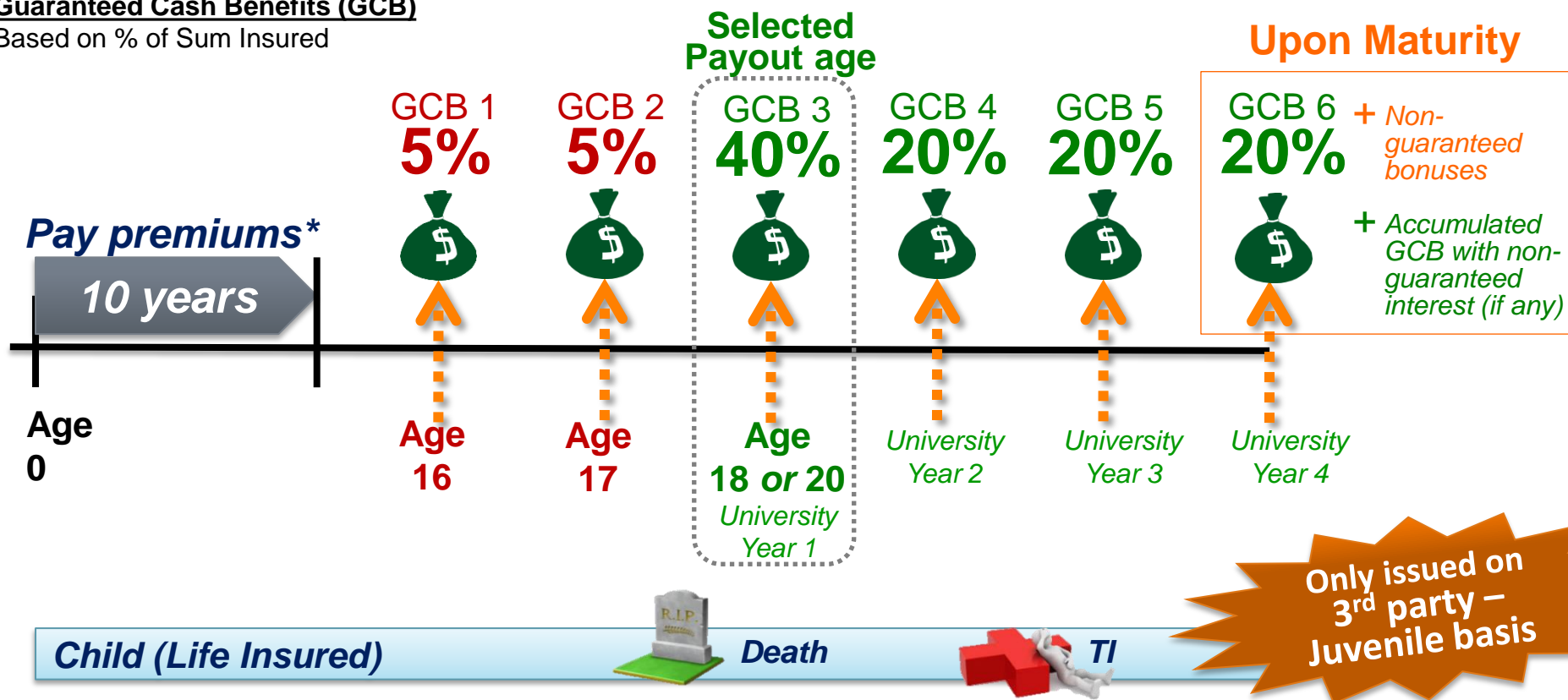


Manulife Educate – An overview

Based on Life Insured, Entry Age: 0 ALB

Guaranteed Cash Benefits (GCB)

Based on % of Sum Insured



* Premium payment term may not end before the payout of the 1st GCB for other entry ages. Refer to benefit illustration for more information.

Manulife Educate – Guaranteed Cash Benefit

How does Guaranteed Cash Benefits work?

❖ 6 yearly Guaranteed Cash Benefits (GCB)

- ✓ 1st 2 GCBs– payable when Life Insured turns **age 16 & age 17** (ALB)
- ✓ Next 4 GCBs – payable from **chosen Payout age** of age 18 or 20 (ALB)

Sequence of Guaranteed Cash Benefits Payable	Payout age 18 <i>Age Last Birthday (ALB)</i>	Payout age 20 <i>Age Last Birthday (ALB)</i>	Guaranteed Cash Benefits Payable (% of basic Sum Insured)	Total GCB 110% of Sum Insured
	Payable on the Policy Anniversary where the Child (Life Insured) is			
1 st	16 ALB	16 ALB	5%	
2 nd	17 ALB	17 ALB	5%	
3 rd	18 ALB	20 ALB	40%	
4 th	19 ALB	21 ALB	20%	
5 th	20 ALB	22 ALB	20%	
6 th	At policy maturity date: 21 ALB	At policy maturity date: 23 ALB	20%	

Options to receive GCBs:

- ✓ Via **Cheque or Direct Credit** into designated bank account (**Default**)
- ✓ **Accumulate** the Guaranteed Cash Benefits with Manulife (at non-guaranteed interest rate of 3% p.a. *)

* The interest rate is based on the projected investment rate of return of 4.75% p.a. It is not guaranteed and is subject to change. We will give You 30 days' advance notice before changing the interest rate.

Manulife Educate – Death Benefit

Death / Terminal Illness Benefit

Higher of:

101% of Total Premiums Paid
on the Basic Plan

***Less any advance premiums and any
Guaranteed Cash Benefit declared***

OR

**Guaranteed
Surrender
Value**



**Accumulated
Reversionary
Bonus**
(if any)



**Claim
Bonus**
(if any)



**Accumulated GCBs
with non-guaranteed
interest**
(if any)

Less Policy Debt (if any)

Manulife Educate – Maturity Benefit

Total Maturity Benefit

Final Guaranteed Cash Benefit
(i.e. 6th GCB)



**Accumulated
Reversionary
Bonus**
(if any)



**Maturity
Bonus**
(if any)



**Accumulated
Guaranteed Cash
Benefit**
*with non-guaranteed
interest
(if any)*

Less Policy Debt (if any)

Manulife Educate – How does it help in education planning?

Son (Darren)
Payout Age @20

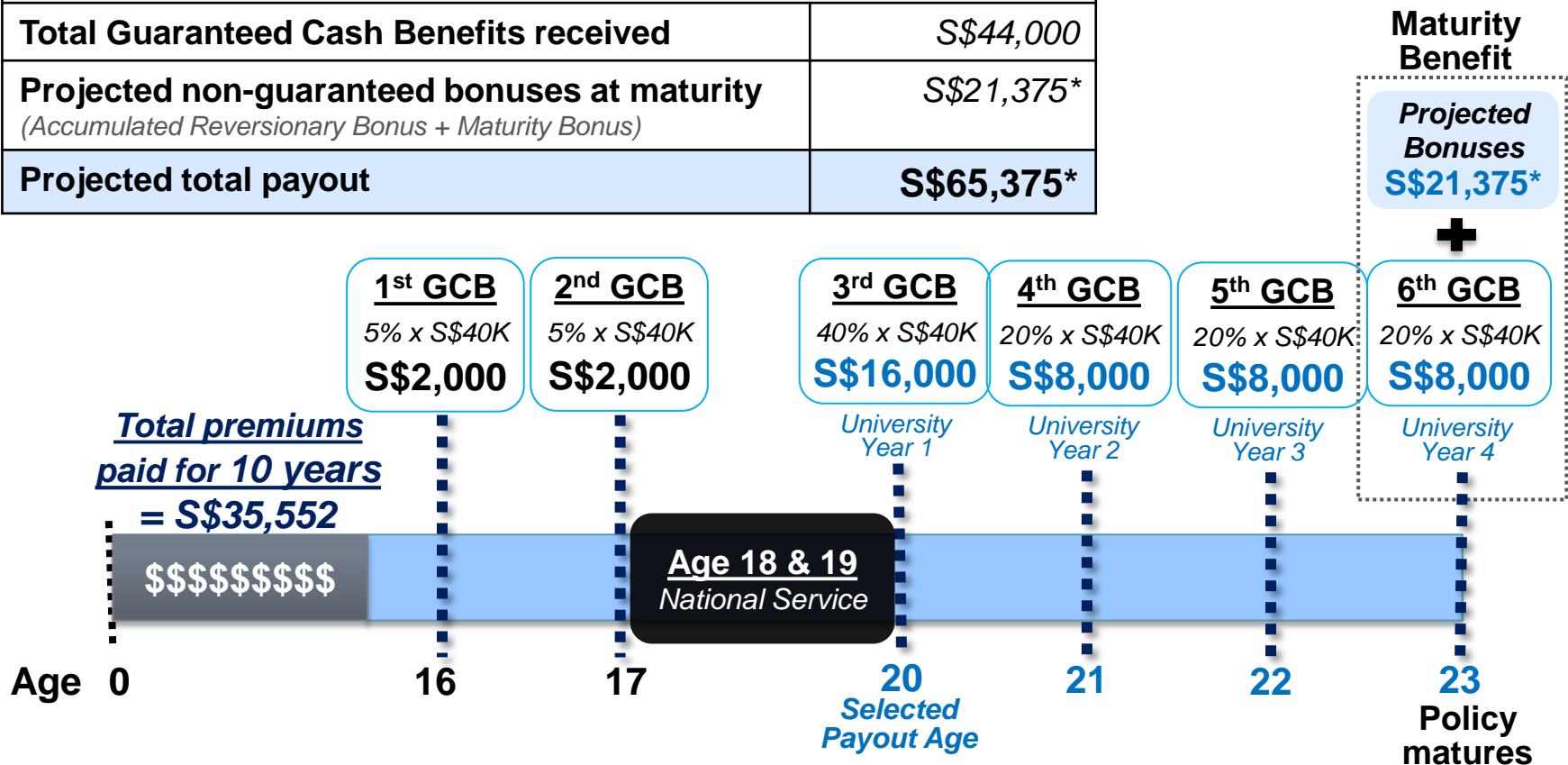
Daughter (Nancy)
Payout Age @18



Manulife Educate

Illustration – Newborn son, Darren (Age 0)

<u>Darren (Payout Age 20), Sum Insured S\$40,000</u> Annual Premium: S\$3,555.20	
Total Guaranteed Cash Benefits received	S\$44,000
Projected non-guaranteed bonuses at maturity <i>(Accumulated Reversionary Bonus + Maturity Bonus)</i>	S\$21,375*
Projected total payout	S\$65,375*

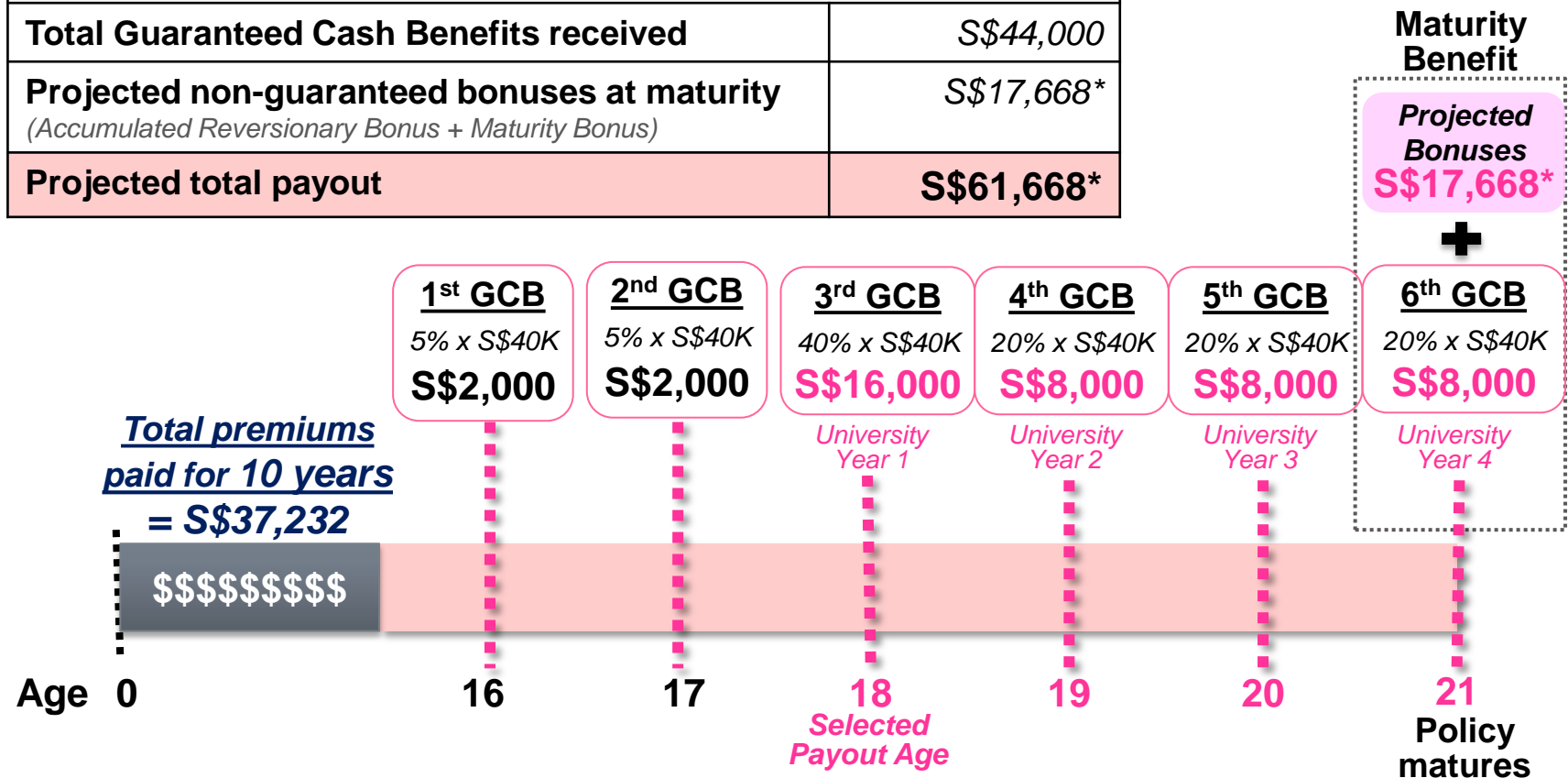


* Projected non-guaranteed bonuses based on Manulife's projected investment rate of return of 4.75% p.a.

Manulife Educate

Illustration – Newborn daughter, Nancy (Age 0)

Nancy (Payout Age 18), Sum Insured S\$40,000 Annual Premium: S\$3,723.20	
Total Guaranteed Cash Benefits received	S\$44,000
Projected non-guaranteed bonuses at maturity <i>(Accumulated Reversionary Bonus + Maturity Bonus)</i>	S\$17,668*
Projected total payout	S\$61,668*

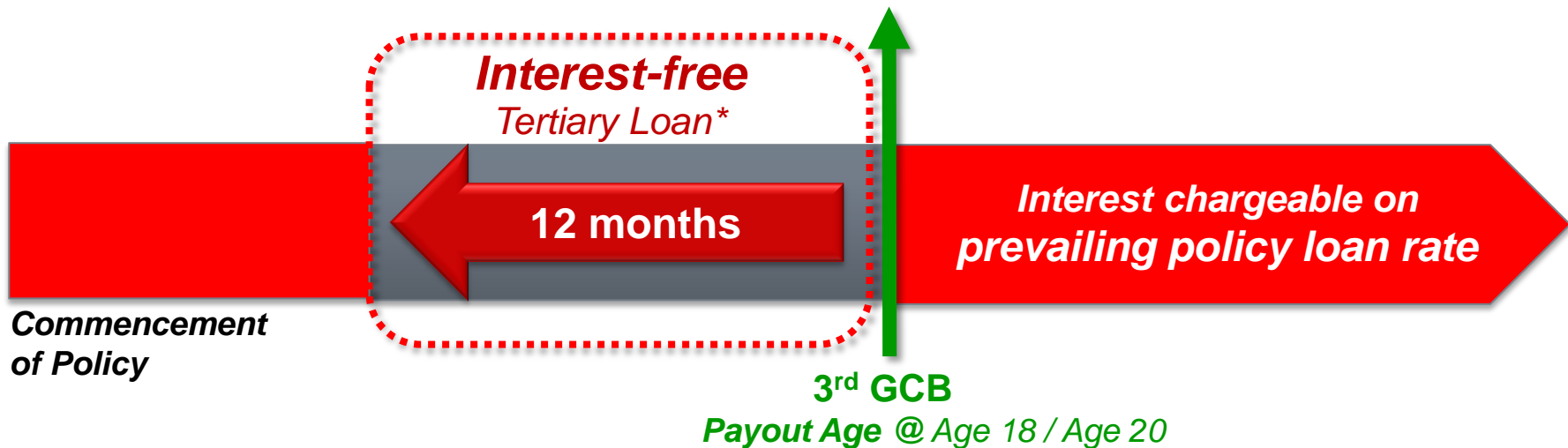


* Projected non-guaranteed bonuses based on Manulife's projected investment rate of return of 4.75% p.a.

Manulife Educate – Interest-free Loan

How does it work?

- Policy Owner may apply for **one Policy Loan** for the purpose of the child's tertiary admission (the "Tertiary Loan")
- **NO interest** is charged on the loan amount granted **within 12 months prior to the 3rd Guaranteed Cash Benefit payout***
 - Thereafter - interest is chargeable on the outstanding Tertiary Loan.



* Refer to next slide for conditions for Interest-free loan

Manulife Educate – Interest-free Loan

Note:

- a) The **sum of all Policy loans must not exceed 90% of the surrender value of the Policy**;*
- b) **Proof of tertiary admission** to be submitted during loan application;*
- c) Only **one (1) interest-free loan** is allowed;*
- d) Only the approved loan amount taken for the purpose of tertiary admission will enjoy interest free and this is only during the **Policy Loan Period for Tertiary Admission**. **Interest will apply to any existing loan amount that was previously taken and still outstanding under the Policy;***

The prevailing Policy loan interest rate will apply to any outstanding loan after the expiry of the Policy Loan Period for Tertiary Admission. The interest rate is non-guaranteed and subject to change, Manulife will give policy owner 30 days' advance notice before changing the policy loan interest rate.

Manulife Educate – New Business

Only issued on
3rd party –
Juvenile basis

Entry Age *(Age Last Birthday)*

	Payout age 18		Payout age 20	
	Min	Max	Min	Max
Entry age of the Life Insured	0	8	0	10

3rd party policies: Entry age of Policy Owner must be between 18 (ALB) and 98 (ALB)

Policy size

- Minimum Sum Insured: **S\$20,000** *(in multiple of S\$100)*
- Maximum Sum Insured: **S\$1 million**

New Business Guidelines & Additional Information

Who can buy?

Singaporeans



*Singapore
Permanent
Resident included*

Foreigners



*No Foreigner
Questionnaire
Required*

Underwriting and operational guidelines

Type of plan	Cash (SGD)
Policy Term	Payout age 18 - min. 13 years / max. 21 years Payout age 20 - min. 13 years / max. 23 years
Premium Term	10 years
Premium Mode	Annual/ Semi-Annual/ Quarterly/ Monthly
Premium	<ul style="list-style-type: none">• Level and guaranteed• Vary by entry age and choice of payout age• Size discount given to larger Sum Insured• No minimum or maximum premium; subject to minimum SI

Manulife Educate

New Business Guidelines & Additional Information

Policy size and Banding

There will be a premium rate adjustment for larger Sum Insured / Policy Size.

Sum Insured	Premium rate adjustment per S\$1,000 Sum Insured
S\$20,000 – S\$49,900	0.00
S\$50,000 – S\$99,900	- 1.00
S\$100,000 – S\$249,900	- 1.75
S\$250,000 and above	- 2.25

Underwriting and operational guidelines

Change in Sum Insured	Increase of SI – Allowed within 3 months; subject to maximum SI <i>(backdated premiums on the increased SI will be collected)</i> Decreased in SI – Allowed; subject to minimum SI <i>(any large Sum Insured discounts will be removed with the reduction of the Sum Insured. Reducing the Sum Insured has the effects of reducing premium payable over the premium payment term and reducing the Guaranteed Cash Benefits payable)</i>
Backdating	Allowed; up to 6 months <i>(cannot be prior to the launch of the plan)</i>
Prepayment	Allowed

Manulife Educate – Policy Administration

Surrender Value	After full payment of 2 years of premiums and after completion of 2 full policy years
Full Surrender of Reversionary Bonus (RB)	After 2 years
Non-forfeiture Options <ul style="list-style-type: none">• <i>Automatic Premium Loan</i>	Allowed <ul style="list-style-type: none">• <i>Prevailing APL interest rate applies, currently at 6.75% compounded annually.</i>
<ul style="list-style-type: none">• <i>Reduced Paid-up (RPU)</i>	Allowed <u>Note for Reduced Paid-Up</u> Reduced GCB is payable after RPU
<ul style="list-style-type: none">• <i>Policy Loan</i>	Allowed <ul style="list-style-type: none">• <i>Maximum loan allowable is 90% of Net Surrender Value</i>• <i>Prevailing policy loan interest rate applies, currently at 6.75% compounded annually</i>

Manulife Educate – Policy Administration

Reinstatement	Allowed, within 3 years from date of lapsation with backpay of premium and interest, subject to underwriting. • However, no underwriting is required <u>within 1 year</u> from date of lapsation.
Policy Assignment	Allowed
Nomination of Beneficiaries	Allowed (not allowed for 3rd party policy*) <i>* Note: Manulife Educate is only available at inception as a 3rd party policy on Juvenile basis. Should the policy be assigned to Life Insured (Child) after he turns 18 years, this policy will be considered a 1st party policy where Nomination of Beneficiaries is allowed.</i>
Third party policies	Only issue as 3rd party juvenile policy - subject to evidence of insurability • Juvenile basis: Life insured must be age 17 years and below Note for Manulife Educate : Maximum entry age for this plan is <u>10 years</u> and below.

Manulife Educate – Termination





When will policy terminate?

The policy will terminate if any of the following event occurs:

- a) When Manulife receive **written notice** from policy owner to end this policy;
- b) When this policy **lapses**;
- c) The **death** of the life insured;
- d) On the **TI** of the life insured, if the death benefit is fully advanced on the TI of the life insured; or
- e) On the **policy maturity** date.

Manulife Educate – Extra Protection

Choose additional premium waiver rider for extra protection.

Optional Rider	In the event of
Payor Premium Waiver Rider (I)	 Death
	 Terminal Illness
	 Total and Permanent Disability
Cancer Care Premium Waiver Rider (I)	 Major Cancer

Manulife Educate - optional riders for Policyowner

Enhanced coverage with **simplified declaration riders**

Cancer Care Premium Waiver Rider (I)

- ***waive the future premiums*** of the basic policy and attaching supplementary benefits (if any) upon **diagnosis of Major Cancers** of policy owner.

Payor Premium Waiver Rider (I)

- ***waive the future premiums*** of the basic policy and attaching supplementary benefits (if any) upon **Death, diagnosis of TI or TPD** of the policy owner.

Health Declaration – Payor Premium Waiver Rider (I)

Underwriting Basis

- **Base Plan – Guaranteed Issued Offer (GIO)**
- **Riders : Simplified Issued Offer (SIO)**

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

1. I have never experienced any symptoms or received medical advice or treatment or been told to have any of the following conditions: Cancer, stroke, tumours or growths, diseases of the heart, respiratory system, kidney, spinal, muscular and joints disorders, hepatitis and liver disorders, mental disorders, gastrointestinal disorders, haemophilia or blood disorders, alcohol or drug addiction, AIDS or HIV related conditions, physical impairment or disability or any other illness.

Health Declaration – Payor Premium Waiver Rider (I)

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

2. Other than for routine medical check-up and minor illnesses, such as flu or cold, I have never:
 - I. had any medical condition that required investigation, consultation, tests or treatment by a specialist, clinic or hospital within the last 5 years; or
 - II. been hospitalized for 7 days or more within the last 12 months.
3. I am currently not on any medication or have signs or symptoms or considering to seek or have been advised/referred to seek medical consultation, treatment and investigation for my health other than for minor illness such as flu or cold.

Health Declaration – Payor Premium Waiver Rider (I)

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

4. I have no insurance application which has been declined, postponed or offered with modified terms.

() Yes, the above statements are true

() No, the above statements are not true. Please **indicate your condition is related to which statement (1, 2, 3 or 4) and provide the details.**

Health Declaration - Cancer Care Premium Waiver Rider (I)

Simplified Health Questions

☐ Cancer Care Premium Waiver Rider (I)

I understand that in order to be eligible for the Cancer Care Premium Waiver benefit as of the date I sign this application that:

1. I have never received treatment for, been diagnosed with, or am currently not undergoing tests for HIV or any form of cancer including carcinoma in situ, tumour, growth, cyst, polyp, abnormal bleeding, blood disorders or liver disease.
2. I never had weight loss for more than 5 kg within 1 month.
3. I am currently not on any medication or have no signs and symptoms of cancer that would cause me to seek any consultation, investigation, medical or surgical treatment in the foreseeable future.

Health Declaration - Cancer Care Premium Waiver Rider (I)

Simplified Health Questions

☐ Cancer Care Premium Waiver Rider (I)

4. I do not have 2 or more of my immediate family members (for example, parents or siblings) who had been diagnosed with cancer before age 60, or 1 family history of breast cancer before age 50.
5. I have no insurance application for critical illness coverage which has been declined, postponed or offered with modified terms and / or I have not made any critical illness claim till now.

() Yes, the above statements are true

() No, the above statements are not true. I understand and agree that I **will not be eligible for Cancer Care Premium Waiver Rider (I)**

Appendix



Manulife Educate – Cancer Care Premium Waiver Rider (I)



Cancer Care Premium Waiver Rider (I)

How Does it Benefit Your Customer?

Premiums of the Basic Policy and any attaching Supplementary Benefit (if any) shall be waived for the remaining benefit term of this Supplementary Benefit in the event the policy owner is first diagnosed to be suffering from Major Cancers.



Major cancer



After Cancer Care Premium Waiver Rider (I) is triggered

This supplementary benefit (Cancer Care Premium Waiver Rider (I)) and any other attaching premium waiver supplementary benefit (e.g., Payor Premium Waiver Rider (I)) will be terminated.

The basic policy and other rider benefits on which premiums are waived shall continue to be in force.

Note: Rider can only be attached at **policy inception** & and it has **no cash value**.

Cancer Care Premium Waiver Rider (I)

Definition of Major Cancers

Definition of major cancers

- i. A malignant tumour positively diagnosed with histological confirmation and characterized by the uncontrolled growth of malignant cells with invasion and destruction of normal tissue.
 - ii. The term malignant tumour includes leukemia, lymphoma and sarcoma.
 - iii. For the above definition, the following are excluded:
 - a) All tumours which are histologically classified as any of the following:
 - Pre-malignant;
 - Non-invasive;
 - Carcinoma-in-situ;
 - Having borderline malignancy;
 - Having any degree of malignant potential;
 - Having suspicious malignancy;
 - Neoplasm of uncertain or unknown behavior; or
 - Cervical Dysplasia CIN-1, CIN-2 and CIN-3;
 - b) Any non-melanoma skin carcinoma unless there is evidence of metastases to lymph nodes or beyond;
-

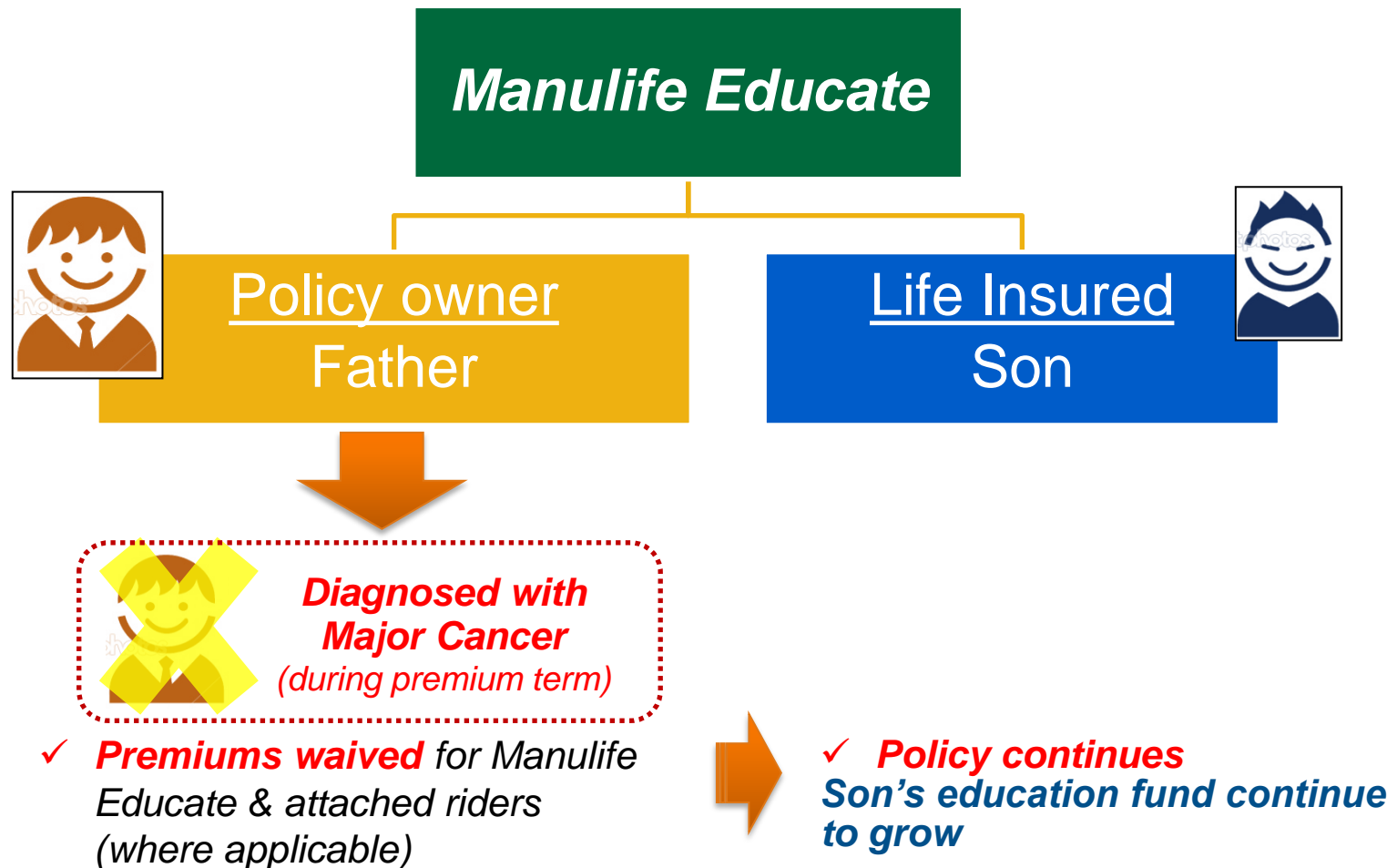
Cancer Care Premium Waiver Rider (I)

Definition of Major Cancers

Definition of major cancers (continued)

- c) Malignant melanoma that has not caused invasion beyond the epidermis;
- d) All Prostate cancers histologically described as T1N0M0 (TNM Classification) or below; or Prostate cancers of another equivalent or lesser classification;
- e) All Thyroid cancers histologically classified as T1N0M0 (TNM Classification) or below;
- f) All tumours of the Urinary Bladder histologically classified as T1N0M0 (TNM Classification) or below;
- g) All Gastro-Intestinal Stromal tumours histologically classified as T1N0M0 (TNM Classification) or below and with mitotic count of less than or equal to 5/50 HPFs;
- h) Chronic Lymphocytic Leukaemia less than RAI Stage 3; and
- i) All tumours in the presence of HIV infection.

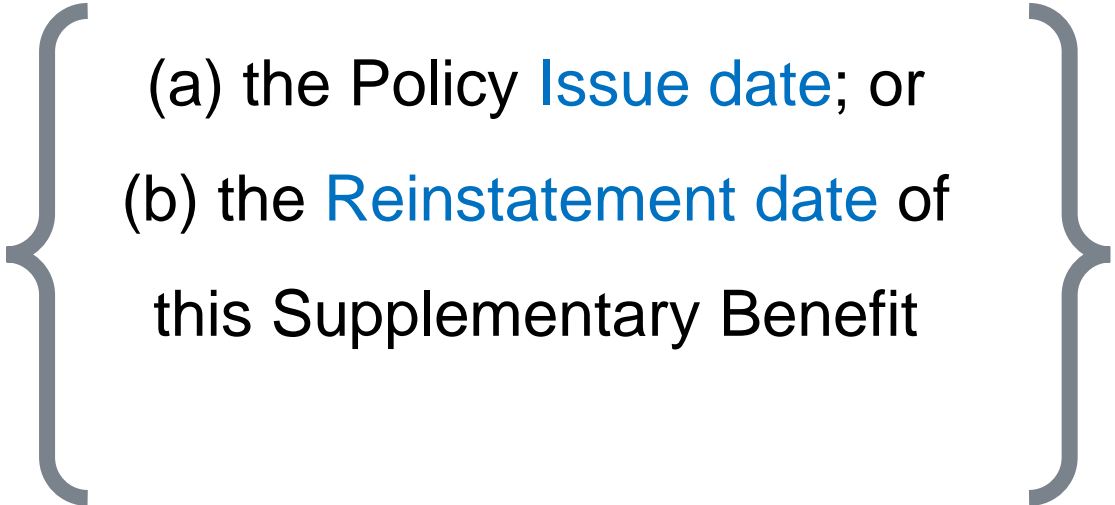
Cancer Care Premium Waiver Rider (I)



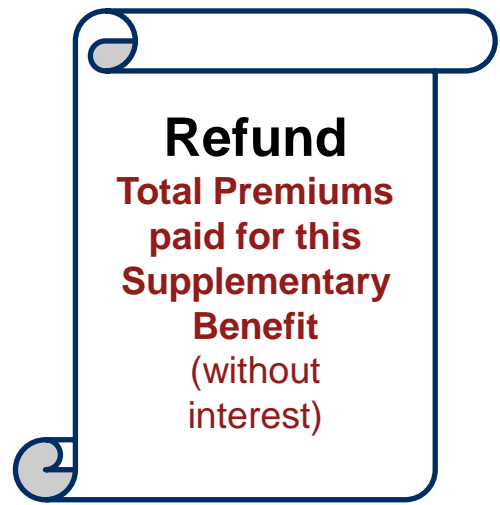
Cancer Care Premium Waiver Rider (I)

Waiting Period

There shall be **no waiver** of Premiums under this Supplementary Benefit if Major Cancers is diagnosed **within twelve (12) months** from:

- 
- (a) the Policy **Issue date**; or
 - (b) the **Reinstatement date** of
this Supplementary Benefit

Whichever that is LATER

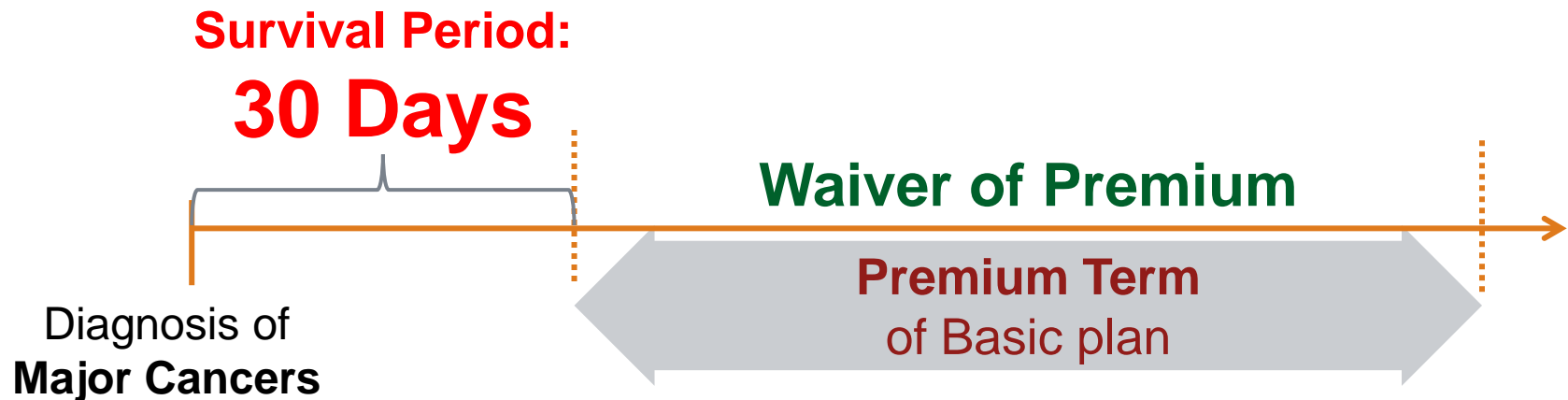


Refund
Total Premiums
paid for this
Supplementary
Benefit
(without
interest)

Cancer Care Premium Waiver Rider (I)

Survival Period

The **Policy Owner** must survive for a period of **thirty (30) days** from the date of diagnosis of Major Cancers before there is any waiver of premium payment from this supplementary benefit.



Cancer Care Premium Waiver Rider (I)

Benefit Limits



The benefit payable under **all supplementary benefits with major cancers and critical illness coverage issued on simplified declaration or guaranteed basis** covering you **shall not exceed a maximum sum of S\$250,000.**

New Business Guidelines & Additional Information

Who can buy?

Singaporeans



*Singapore
Permanent
Resident
included*

Foreigners



*No Foreigner
Questionnaire
Required*

Underwriting and operational guidelines

Type of plan	Cash (SGD)
Rider Term	Same as premium term of basic plan attached
Premium Term	Follow rider policy term
Premium Mode	Follow basic plan
Premium	<ul style="list-style-type: none">• Vary with age, sex, rider term• Level and non-guaranteed

Cancer Care Premium Waiver Rider (I)

Termination

This supplementary benefit will end:

- a) on the **supplementary benefit end date**; or
- b) when the **basic policy contract ends or lapses**; or
- c) when Manulife receive your **notice in writing** to end this supplementary benefit contract; or
- d) when this **supplementary benefit contract lapses**; or
- e) when the basic policy contract is **converted to reduced paid up insurance** (if applicable); or
- f) when Manulife **pay the full supplementary benefit**; or
- g) when policy owner **dies**; or
- h) when the **limit of compensation is reached**,

whichever happens first.

Cancer Care Premium Waiver Rider (I)

Exclusions

This supplementary benefit **will not be payable** if diagnosis of major cancers is caused by:

- a) **self-inflicted illness or injury**, while sane or insane; or
- b) **willful misuse of drugs or alcohol**, while sane or insane; or
- c) **Acquired Immunodeficiency Syndrome (“AIDS”) or infection by any Human Immunodeficiency Virus (“HIV”)**; or
- d) **any pre-existing condition.**

Pre-existing condition means any condition or illness:

- i. which existed or had been existing since; or
 - ii. where its cause existed or had been existing since; or
 - iii. where you had knowledge, signs or symptoms of the condition or illness; or
 - iv. where any laboratory test or investigation showed the likely presence of the condition or illness,
- prior to the policy issue date or the date of last reinstatement, whichever is later.*

Cancer Care Premium Waiver Rider (I)

Limits of Compensation

- ❖ The **maximum Terminal Illness and Critical Illness Benefits** payable inclusive of all other Policies issued by the Us (or policies which Manulife is otherwise liable for) on the same life providing for any Terminal Illness and/or Critical Illness Benefit is **S\$2.0 million**.
- ❖ However, no further **Terminal Illness Benefit** will be paid once Manulife makes a payment of **S\$1.0 million** on Terminal Illness.

Accumulated Reversionary Bonus (if any) and/or Claim Bonus (if any) are included in determining the Terminal Illness limit or Terminal Illness and/ or Critical Illness Limit of S\$1 million or S\$2 million respectively.

Terminal illness is defined as an illness, which in the opinion of a medical examiner and on agreement of our appointed medical examiner, is likely to lead to death within twelve (12) months from the date of diagnosis.



Health Declaration - Cancer Care Premium Waiver Rider (I)

Simplified Health Questions

☐ Cancer Care Premium Waiver Rider (I)

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2. I never had weight loss for more than 5 kg within 1 month.
3. I am currently not on any medication or have no signs and symptoms of cancer that would cause me to seek any consultation, investigation, medical or surgical treatment in the foreseeable future.

Health Declaration - Cancer Care Premium Waiver Rider (I)

Simplified Health Questions

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4. I do not have 2 or more of my immediate family members (for example, parents or siblings) who had been diagnosed with cancer before age 60, or 1 family history of breast cancer before age 50.
 5. I have no insurance application for critical illness coverage which has been declined, postponed or offered with modified terms and / or I have not made any critical illness claim till now.
- () Yes, the above statements are true
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Manulife Educate – Payor Premium Waiver Rider (I)

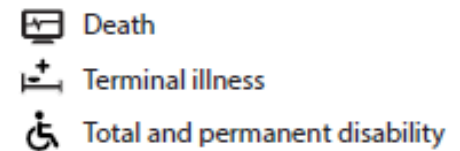


Payor Premium Waiver Rider (I)

How Does it Benefit Your Customer?

Premiums of the **Basic Policy** and any attaching **Supplementary Benefit** (where applicable) shall be **waived** for the remaining benefit term of this **Supplementary Benefit** in the event the **policy owner**:

- **dies**,
- diagnosed with **TI**, or
- diagnosed with **TPD** (till age 65).



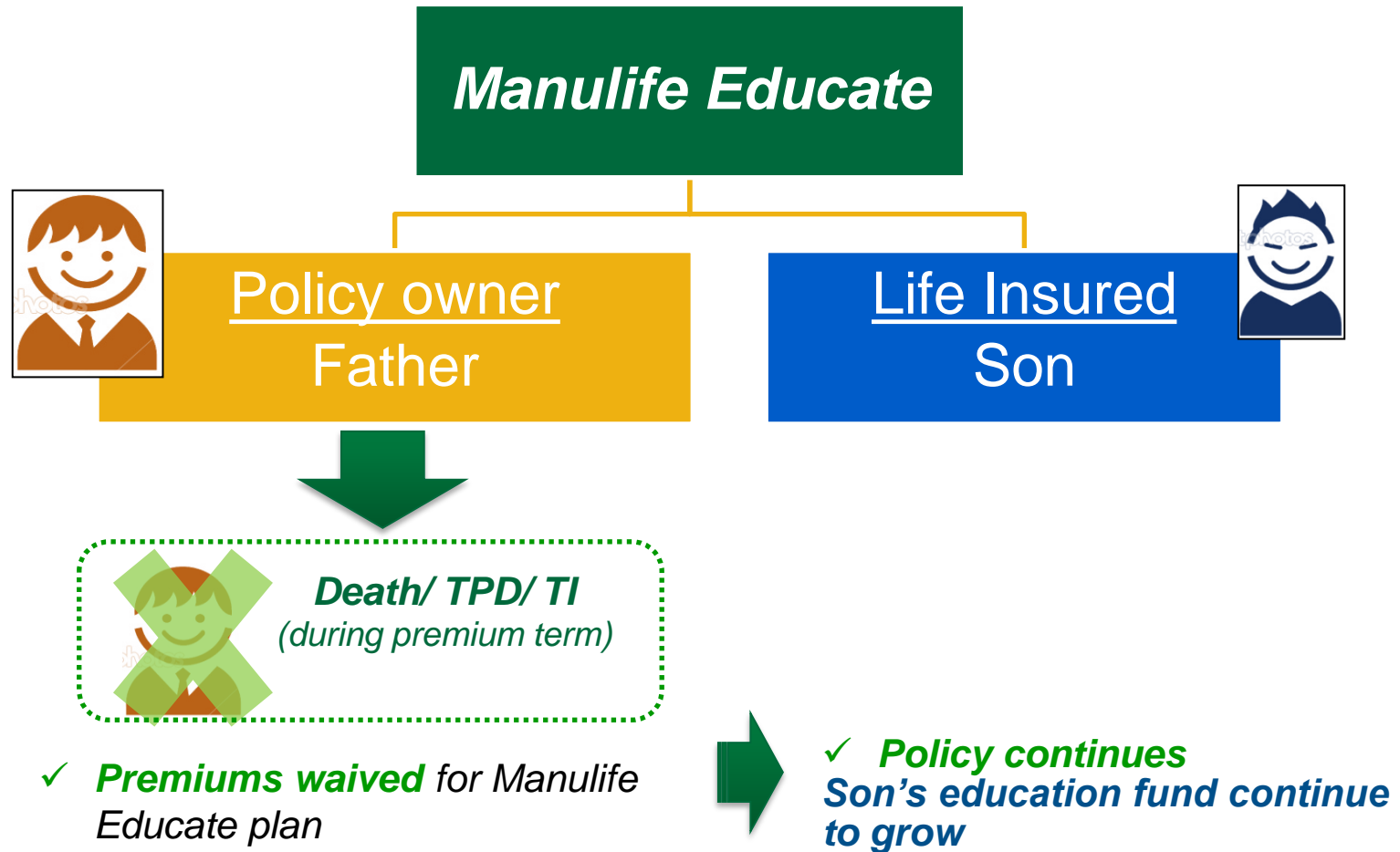
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Note: Rider can only be attached at **policy inception** & and it has **no cash value**.

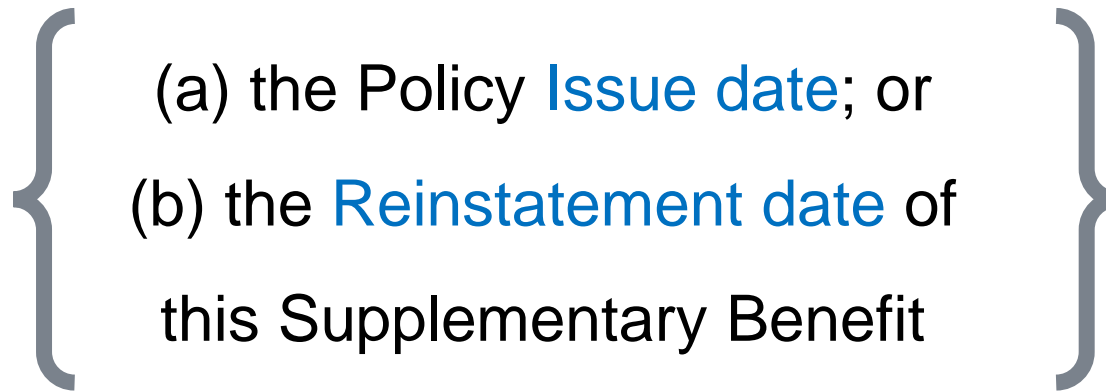
Payor Premium Waiver Rider (I)



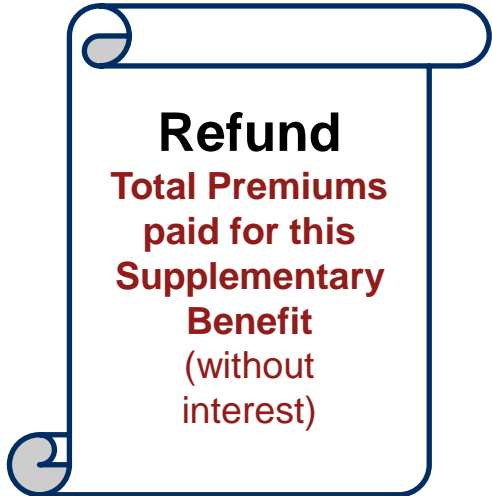
Payor Premium Waiver Rider (I)

Waiting Period

This Supplementary Benefit **will be void** and no benefit shall be payable if the **Policy owner dies or is diagnosed to be suffering from Terminal Illness or suffers from Total and Permanent Disability within Twelve (12) months** from:

- 
- (a) the Policy **Issue date**; or
 - (b) the **Reinstatement date** of
this Supplementary Benefit

Whichever that is LATER



Refund
Total Premiums
paid for this
Supplementary
Benefit
(without
interest)

If claim is due to **Accidental Death** or **Accidental Total and Permanent Disability**,
the waiting period of twelve (12) months **will not apply**

Payor Premium Waiver Rider (I)

Benefit Limits

CLAIMS



The benefit payable under **all Supplementary Benefits with Death, TI or TPD coverage issued on Simplified Underwriting Declaration or Guaranteed basis** shall not exceed a **maximum sum of S\$250,000 per Policy Owner .**

New Business Guidelines & Additional Information

Who can buy?

Singaporeans



***Singapore
Permanent
Resident
included***

Foreigners



***No Foreigner
Questionnaire
Required***

Underwriting and operational guidelines

Type of plan	Cash (SGD)
Rider Term	Same as premium term of basic plan attached
Premium Term	Follow rider policy term
Premium Mode	Follow basic plan
Premium	<ul style="list-style-type: none">• Vary with age, sex, rider term• Level and guaranteed

Payor Premium Waiver Rider (I)

Termination

This supplementary benefit contract will end:

- a) on the **supplementary benefit end date**; or
- b) when the **basic benefit contract ends or lapses**; or
- c) when Manulife receives policy owner's **notice in writing** to end this supplementary benefit contract; or
- d) when this **supplementary benefit contract lapses**; or
- e) when the basic policy contract is **converted to reduced paid up insurance** (if applicable); or
- f) when Manulife has **waived all premiums due and payable** under the policy including any other supplementary benefit contracts; or
- g) when policy owner **dies**; or
- h) when the **limit of compensation is reached**,

whichever happens first.

Payor Premium Waiver Rider (I)

Exclusions to Death

No benefit shall be payable under this supplementary benefit if death is caused by:

(a) suicide, while sane or insane, within one (1) year from:

- (i) the **policy issue date**; or
- (ii) the **reinstatement date** of this supplementary benefit,
whichever is later.

This supplementary benefit will **be void from the date immediately** and there shall be no benefit payable under this supplementary benefit. Manulife will **refund the total amount of the premiums paid** for this supplementary benefit (without interest) less any indebtedness owing by you to us.

(b) any Pre-existing Conditions.

Payor Premium Waiver Rider (I)

Definition of Terminal Illness (TI)

Terminal illness is defined as an illness, which in the opinion of a medical examiner and on agreement of our appointed medical examiner, is likely to **lead to death within twelve (12) months from the date of diagnosis.**



Limits of compensation

- ❖ *The maximum amount which we will pay for **TI claim(s)** (aggregating all policies which Manulife are liable for on the same life) is **S\$1 million.***
- ❖ *Further, the maximum amount which we will pay for **TI and critical illness claim(s) in total** (aggregating all policies which Manulife are liable for on the same life) is **S\$2 million.***

Accumulated reversionary bonus (if any) and/or claim bonus (if any) are included in determining the TI limit or TI/CI Limit of S\$1 million or S\$2 million respectively.

Payor Premium Waiver Rider (I)

Exclusions to Terminal Illness (TI)

No benefit shall be payable under this Supplementary Benefit if Terminal Illness is caused by:

- (a) the presence of **Human Immunodeficiency Virus (HIV) infection**; or
- (b) any Pre-existing Conditions.**

Payor Premium Waiver Rider (I)

Definition of Total & Permanent Disability (TPD)

The Disability must last for a minimum period of **six (6) consecutive months** before a claim can be admitted.

(1) Before the Policy Anniversary immediately after the 18th birthday of the Policy Owner

The Policy Owner, required for a minimum period of 6 consecutive months, due to an accident, illness or disease, constant care and attention and continuous confinement to a home, hospital or similar institution. Such requirement for constant care and attention and continuous confinement to a home, hospital or similar institution is expected to be permanent.

(2) The period beginning from the Policy Anniversary immediately after the Policy Owner's 18th birthday and up to (and including) the TPD Expiry Date:

The Policy Owner had been, for a minimum period of 6 consecutive months, continuously unable to engage in any occupation, business, work or profession whatsoever (whether his usual or otherwise) for income, profit, compensation, wages or remuneration. This inability to engage in any occupation, business, work or profession whatsoever (whether his usual or otherwise) for income, profit, compensation, wages or remuneration is expected to be continuous and permanent and must result from an accident, illness or disease.

Payor Premium Waiver Rider (I)

Definition of Total & Permanent Disability (TPD)

(3) At any age up to (and including) the TPD Expiry Date:

- (a) total and irrecoverable loss of sight of both eyes; or
- (b) total and irrecoverable Loss of Use of 2 limbs; or
- (c) total and irrecoverable loss of sight of 1 eye and total and irrecoverable Loss of Use of 1 limb.

***“Loss of Use”** means total, continuous and permanent functional disablement of a limb, which has lasted for at least six (6) months.*

Limits of Compensation

- The maximum amount which Manulife will pay for **TPD claim(s)** (aggregating all policies which Manulife are liable for on the same life) is **S\$2.0 million**.

Accumulated reversionary bonus (if any) and/or claim bonus (if any) are included in determining the TPD limit of S\$2.0 million.

Payor Premium Waiver Rider (I)

Exclusions for TPD

TPD benefit will not include any disability caused by any of the following:

- (a) any self-inflicted injury or attempt at suicide, while sane or insane;
- (b) the policy owner being under the influence of any narcotic, alcohol, gas or fumes, voluntarily taken, administrated, absorbed or inhaled or drugs not prescribed by a Medical Examiner;
- (c) War or any act incident to War, or service in the Armed Forces or in a civil defense force supporting any country at war except for peacetime national service duties;
- (d) riot, insurrection, civil commotion, strikes or terrorist activities, whether or not the policy owner was actually a participant; or
- (e) injuries sustained while travelling on any aerial device or conveyance, except (i) as a fare-paying passenger or a crew member including pilots on an aircraft licensed for passenger service and operated by a regular airline on a scheduled route, and (ii) operated by the Republic of Singapore Air Force; or
- (f) Any Pre-existing Condition.**

Payor Premium Waiver Rider (I)

Definition of Pre-existing condition

Pre-existing Condition means any condition or illness:

- (i) which **existed or had been existing** since;
- (ii) where its **cause existed or had been existing** since;
- (iii) where the Policy owner had **knowledge, signs or symptoms** of the condition or illness; or
- (iv) where any **laboratory test or investigation showed the likely presence** of the condition or illness;

prior to the Policy Effective Date or the date of last reinstatement, whichever is later.

Health Declaration – Payor Premium Waiver Rider (I)

Underwriting Basis

- **Base Plan – Guaranteed Issued Offer (GIO)**
- **Riders : Simplified Issued Offer (SIO)**

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

1. I have never experienced any symptoms or received medical advice or treatment or been told to have any of the following conditions: Cancer, stroke, tumours or growths, diseases of the heart, respiratory system, kidney, spinal, muscular and joints disorders, hepatitis and liver disorders, mental disorders, gastrointestinal disorders, haemophilia or blood disorders, alcohol or drug addiction, AIDS or HIV related conditions, physical impairment or disability or any other illness.

Health Declaration – Payor Premium Waiver Rider (I)

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

2. Other than for routine medical check-up and minor illnesses, such as flu or cold, I have never:
 - I. had any medical condition that required investigation, consultation, tests or treatment by a specialist, clinic or hospital within the last 5 years; or
 - II. been hospitalized for 7 days or more within the last 12 months.
3. I am currently not on any medication or have signs or symptoms or considering to seek or have been advised/referred to seek medical consultation, treatment and investigation for my health other than for minor illness such as flu or cold.

Health Declaration – Payor Premium Waiver Rider (I)

Simplified Health Questions

☐ Payor Premium Waiver Rider (I)

4. I have no insurance application which has been declined, postponed or offered with modified terms.

() Yes, the above statements are true

() No, the above statements are not true. Please indicate your condition is related to which statement (1, 2, 3 or 4) and provide the details.

Manulife Educate – Suicide Clause

If the Life Insured **dies from suicide** within **one (1) year** from the Policy Issue Date or the date of reinstatement of this Policy

- ❖ We may **void** the Policy and **refund of the premiums paid without interest**.

Thank you

