

4 April 2018

Dear Valued Partner

New Business

Financial Underwriting Guidelines

We have updated our financial underwriting guidelines for our retail products which currently include:

- China Life Retire Easy Plan
- China Life SaveForward Endowment Plan
- China Life SaveReward 101 Series III (SGD)
- China Life SaveReward 101 Series III (RMB)

The updated guidelines will take effect from **9 April 2018** and its content is as follows:

- (I) Financial questionnaire (FQ) may be required for any policy proposal with annualised premium of more than SGD 30,000. Please refer to tables below:

For premium term \geq 5 years

Annualised premium of new policy	Financial Questionnaire (FQ)
\leq SGD 30,000	No FQ required
$>$ SGD 30,000	No FQ required if annualised premium is less than 30% of annual income of income earner If exceeded or there is no income, FQ is required.

For premium term $<$ 5 years

Annualised premium of new policy	Financial Questionnaire (FQ)
\leq SGD 30,000	No FQ required
$>$ SGD 30,000	No FQ required if total annualised premiums payable over the premium term do not exceed 2 times the income earner's annual income If exceeded or there is no income, FQ is required.

- (II) For high risk customers, we will perform Enhanced Customer Due Diligence, including asking for FQ regardless of income or amount of annualised premium.
- (III) FQ will also be required if the aggregate of annualised premiums committed or to be committed to us is greater than SGD 150,000.

Any China Life policy which has already matured, cancelled from inception, terminated or lapsed more than 6 months ago will not be considered in our calculation.

Depending on the circumstances of each case, we may request that not only the FQ be completed but also that additional documentary source of wealth evidence be provided.

Should you have any queries, please call our Customer Care Hotline at (65) 6727 4800 or email us at CustomerCare@chinalife.com.sg. Our operating hours are from Mondays to Fridays, 9.00 am to 5.30pm, excluding Public Holidays.

Yours sincerely
Operations Department