

HBL BANCASSURANCE

FOR MANAGEMENT TRAINEES

BUSINESS MODEL

WHAT IS BANCASSURANCE?

A systematic marketing, distribution and servicing of a range of insurance products to the right customer, with the right product, at the right time using a variety of distribution channels within the Bank to provide the customers all financial solutions under one roof, enhance the bank's customer relationship and build earnings."

It is a Bancassurance distribution model where the Insurer uses its own Insurance consultants to market and distribute insurance products through Bank's distribution network based on sales leads generated by the Bank.

In short:

- Bank(HBL) only generates leads and passes to insurer(JLI)
- Trained insurance company's (JLI) consultants (BSO) convert lead to sales.
- Premises of Bank HBL is used.

TABEER – BUILD FUTURES

Features

- Tabeer is a unit-linked endowment plan
- Long & Medium term Investment Plus Coverage
- Education or Marriage of the child insured

Eligibility

All HBL Deposit customers between 18-55 years

Tenure

10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 24,000 pa (2,000 per month)

Premium Payment

- Annually, Semi-Annually, Quarterly and Monthly
- Auto-Recovery from HBL Account

Death Benefit

Sum Assured or Cash Value (whichever is higher)

Maturity Benefit

Cash Value of Policy

Supplementary Benefits or Riders

- Family Income Benefit
- Accidental Death Benefit
- Waiver of Premium
- Accidental Death for Nominated Daughter

AMAAN – RETIRE TO A CAREFREE LIFE

Features

- Amaan is a unit-linked endowment plan
- Long & Medium term Investment Plus Coverage
- Post retirement plan

Eligibility

All HBL Deposit customers between 18-50 years

Tenure

- 10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 18,000 pa (1,500 per month)

Premium Payment

- Annually, Semi-Annually, Quarterly and Monthly
- Auto-Recovery from HBL Account

Death Benefit

Sum Assured + (Return of Premium or Cash Value whichever is higher)

Maturity Benefit

Cash Value of Policy or Pension (Minimum age limit is 55)

Supplementary Benefits or Riders

- Accidental Death Benefit
- Waiver of Premium

Maximum Sum Assured

Rs. 1,000,000/- (Annual premium of Rs. 200,000/-)

HIFAZAT – FOR A SECURE TOMORROW

Features

- Hifazat is a unit-linked, whole of life Bancassurance product
- Long & Medium term Investment Plus Coverage

Eligibility

All HBL Deposit customers between 18-65 years

Premium

PKR 18,000 pa (1,500 per month)

Premium Payment

- Annually, Semi-Annually, Quarterly and Monthly
- Auto-Recovery from HBL Account

Maturity Benefit

Cash Value of Policy

Death Benefit

Sum Assured or Cash Value (whichever is higher)

Supplementary Benefits or Riders

- Critical Illness
- Permanent Total Disability
- Family Income Benefit
- Accidental Death
- Accidental Death & Dismemberment
- Waiver Of Premium
- Hospital Cash Reimbursement

HAWWA – A WOMEN PLAN

Features

- Hawwa is a unit-linked endowment plan
- Long & Medium term Investment Plus Coverage

Eligibility

All HBL Deposit customers between 18-50 years

Tenure

10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 18,000 pa (1,500 per month)

Premium Payment

- Annually, Semi-Annually, Quarterly and Monthly
- Auto-Recovery from HBL Account

Death Benefit

Sum Assured + (Return of Premium or Cash Value, whichever is higher)

Maturity Benefit

Cash Value of Policy

Supplementary Benefits or Riders

- Accidental Death Benefit
- Accidental Death on Spouse

SAMAR — FOR A BETTER FUTURE

Features

- Samar is a unit-linked endowment plan
- Long & Medium term Investment Plus Coverage

Eligibility

All HBL Deposit customers between 18-50 years

Tenure

10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 250,000 pa

Premium Payment

- Annually, Semi-Annually
- Auto-Recovery from HBL Account

Death Benefit

Sum Assured Or Return of Premium or Cash Value (whichever is higher)

Maturity Benefit

Cash Value of Policy

Supplementary Benefits or Riders

- Critical Illness
- Permanent Total Disability
- Family Income Benefit
- Accidental Death
- Accidental Death & Dismemberment
- Waiver Of Premium
- Hospital Cash Reimbursement
- Medipal

SHANDUR – COMMITMENT FOR DREAMS

Features

- Shandur is a unit-linked endowment plan
- Long & Medium term Investment Plus Coverage

Eligibility

All HBL Deposit customers between 18-65 years

Tenure

- 10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 1,000,000 pa (500,000 semi annual)

Premium Payment

- Annually, Semi-Annually
- Auto-Recovery from HBL Account

Death Benefit

Sum Assured or Cash Value (whichever is higher)

Maturity Benefit

Cash Value of Policy

Supplementary Benefits or Riders

- Critical Illness
- Permanent Total Disability
- Family Income Benefit
- Accidental Death
- Accidental Death & Dismemberment
- Waiver Of Premium
- Hospital Cash Reimbursement

ISTEHKAM — SAVINGS & PROTECTION PLAN

Features

- Istehkam is a shariah complaint unit-linked endowment plan
- Regular Contribution Plan

Eligibility

All HBL Deposit customers between 18-65 years

Tenure

10 – 57 years (Maximum Maturity Age 75 years)

Premium

PKR 24,000 pa (2,000 per month)

Premium Payment

- Annually, Semi-Annually, Quarterly and Monthly
- Auto-Renewal from HBL Account

Death Benefit

Protection amount or Cash Value (whichever is higher)

Maturity Benefit

Cash Value accumulated in participant's investment account.

Supplementary Benefits or Riders

- Family Income Benefit
- Accidental Death
- Waiver of Contribution

Cover Multiple

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AFIYAH – COMMITMENT FOR DREAMS

Features

- Afiyah is a shariah compliant unit-linked endowment plan
- Regular Contribution Plan

Eligibility

All HBL Deposit customers between 18-65 years

Tenure

- 10 – 25 years

Premium

PKR 250,000 pa (125,000 semi annual)

Premium Payment

- Annually, Semi-Annually
- Auto-Renewal from HBL Account

Death Benefit

Protection amount or Cash Value (whichever is higher)

Maturity Benefit

Cash Value accumulated in participant's investment account.

Supplementary Benefits or Riders

- Critical Illness
- Permanent Total Disability
- Family Income Benefit
- Accidental Death
- Accidental Death & Dismemberment
- Waiver Of Contribution

VAQAR – COMMITMENT FOR DREAMS

Features

- Vaqar is a shariah compliant unit-linked endowment plan
- Regular Contribution Plan

Eligibility

All HBL Deposit customers between 18-65 years

Tenure

- 10 – 25 years

Premium

PKR 1,000,000 pa (500,000 semi annual)

Premium Payment

- Annually, Semi-Annually
- Auto-Renewal from HBL Account

Death Benefit

Protection amount or Cash Value (whichever is higher)

Maturity Benefit

Cash Value accumulated in participant's investment account.

Supplementary Benefits or Riders

- Critical Illness
- Permanent Total Disability
- Family Income Benefit
- Accidental Death
- Accidental Death & Dismemberment
- Waiver Of Contribution

UNDERWRITING

Factors Effecting Underwriting

Age

Age has the direct bearing on the death or disease.

Gender

Medical Aspect

Physical conditions of the life assured is of primary significance in Underwriting.

Personal History

History of life assured hich have bearing on the assessment of risk presented by the life assured.

Financial Status

The financial status of an applicant for life assurance is critical from an underwriting standpoint.

Occupation

Occupational hazards are not as important today as they were in the past.

THANK YOU