

# **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 compliant 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 which 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