



# **PRU***Lifetime Income Plus (RP)*

Product Information Pack  
for  
Financial Consultants / Representatives

## **CONTENTS**

1

Product Features

2

Frequently Asked Questions

3

Sales and Marketing Propositions

4

Market Comparison

5

Appendix



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# PRULifetime Income Plus (RP)

## PRODUCT FEATURES

### 1. INTRODUCTION

PRULifetime Income Plus (RP) is a regular premium participating whole life insurance plan. This plan has fixed premium payment term of 4 or 10 years. It provides financial protection against death or accidental death for as long as the life assured lives. In addition, PRULifetime Income Plus (RP) provides a Guaranteed and Non-Guaranteed Monthly Cash Benefit from the 49<sup>th</sup> month onwards. There is also a Disability Waiver Benefit, a Retrenchment Benefit and the Option to Change the Life Assured. The policy also allows the policyowner to participate in the performance of the participating fund in the form of Non-Guaranteed bonuses and Cash Benefit.

PRULifetime Income Plus (RP) serves as a product solution for customers who prefer higher and more frequent cash benefit to support their financial needs. This product addresses the needs of customers who wish to receive a steady stream of monthly income throughout their lifetime from as early as the 49<sup>th</sup> policy month to supplement their financial and lifestyle needs.

Please note that PRULifetime Income Plus (RP) is a replacement product for PRULifetime Income II. You are advised to conduct a proper financial needs analysis before recommending a suitable variant to your customer.

### 2. BENEFITS OF PRULIFETIME INCOME PLUS (RP)

#### 2.1 Death Benefit

The Death Benefit will be the higher of:

- (i) 101% of the total premiums paid (but not premiums for supplementary benefits (if any)) at the time of death; or
- (ii) 101% of the surrender value at the time of death;  
plus any Cash Benefit left with us, less any amounts you owe us.

If the life assured dies because of an accident, the Accidental Death Benefit will be the higher of:

- (i) 105% of the total premiums paid (but not premiums for supplementary benefits (if any)) at the time of death; or
- (ii) 101% of the surrender value at the time of death;  
plus any Cash Benefit left with us, less any amounts that you owe us.

We will deduct any overpaid Cash Benefit due to the late notification of death.

The whole policy and all its benefits automatically terminate once a death claim is paid.

An **accident** is an unexpected and involuntary event, which directly causes death or injury by violent, external and visible means and is not linked to any other cause (such as illness or disease of the life assured).



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## **2.2 Disability Waiver Benefit**

If a life assured becomes totally and permanently disabled before the cover end date, we will waive the future premiums of your policy. Premiums for supplementary benefits are not waived. Any premiums which were due and paid prior to the waiver start date will not be refunded.

This benefit is only applicable for regular premium policies.

If the life assured stops being totally and permanently disabled before the end of the premium payment term, the premium waiver will stop and you must continue paying the premiums.

We waive premiums six months after the confirmed onset of the Total and Permanent Disability ("Deferment Period") by a Registered Medical Practitioner with the Singapore Medical Council.

You can claim this benefit only once for each PRULifetime Income Plus (RP) policy.

### **2.2.1 Definition of Total and Permanent Disability**

We will waive the premiums in the following circumstances if the life assured becomes totally and permanently disabled.

For a life assured whose age is from 28 days to 15 years old, we pay when the life assured is totally and permanently disabled as a result of which they have to stay in a home, hospital or other institution and need constant care and medical attention for at least six months in a row;

For a life assured whose age is from 16 to 65 years, we pay when the life assured is totally and permanently disabled as a result of which they:

- cannot take part in any occupation, business or activity which pays an income; or
- suffer total and permanent loss of use of:
  - both eyes;
  - any two limbs, each above the wrist or ankle but not just the hands and feet; or
  - one eye and any one limb at or above the wrist or ankle but not just the hand or foot.

For a life assured whose age is from 66 years to before the cover end date of this benefit, we pay when the life assured is totally and permanently disabled as a result of which they:

- suffer total and permanent loss of use of:
  - both eyes;
  - any two limbs each above the wrist or ankle but not just the hands and feet; or
  - one eye and any one limb at or above the wrist or ankle but not just the hand or foot,or
- are unable to perform (whether with help or without help) at least three of the following six Activities of Daily Living for at least six months in a row.

Activities of Daily Living:

- Washing - the ability to wash in the bath or shower (including getting into and out of the bath or shower) or wash satisfactorily by other means;
- Dressing - the ability to put on, take off, secure and unfasten all garments and, as appropriate, any braces, artificial limbs or other surgical appliances;
- Feeding - the ability to feed oneself once food has been prepared and made available;



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- Toileting - the ability to use the lavatory or otherwise manage bowel and bladder functions so as to maintain a satisfactory level of personal hygiene;
- Mobility - the ability to move indoors from room to room on level surfaces;
- Transferring - the ability to move from a bed to an upright chair or wheelchair and vice versa.

The above is the definition of totally and permanently disabled.

We can ask for a medical examination to be carried out by a medical practitioner registered with the Singapore Medical Council if we decide the medical reports you give us are not enough for our purposes.

A **registered medical practitioner** is any person properly qualified with a degree in western medicine to practice medicine, and is licensed by the appropriate medical authority of the country they live in to practice medicine within the scope of his licensing and training. This cannot be you, the life assured or a family member of either.

We do not waive premiums if:

- the claim was made when the life assured has already died at the time of the claim. We will pay the Death Benefit instead;
- the disability existed at the cover start date of this benefit or at the date of reinstatement (if any);
- the disability occurred when the life assured is below 28 days of age;
- the disability arises directly or indirectly out of one of the following:
- occurred within 12 months from the cover start date or date of reinstatement (if any) due to a pre-existing condition;
- attempted suicide or self-inflicted injuries while sane or insane;
- travelling on a non-commercial airline except military aircraft; or
- an activity under the special exclusions and special terms and conditions shown in your certificate of life assurance.

### 2.3 Retrenchment Benefit

If **you\*** are retrenched during the premium payment term and before the policy anniversary before you turn 65 years old and remain unemployed for at least 30 continuous days from the date of retrenchment, we will pay one of the following:

- 50% of the annualised premium, as at the date of retrenchment, if your premium payment term is 4 years; or
- 100% of the annualised premium, as at the date of retrenchment, if your premium payment term is 10 years.

The annualised premium is equal to one full year of premiums based on your chosen payment frequency of the basic plan and any attaching supplementary benefit.

We pay this benefit once only during the premium payment term and in one lump sum. The benefit ends once the Retrenchment Benefit claim is paid.

**\*you** – refers to the policyowner who pays the premium of the policy.



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To apply for the Retrenchment Benefit, you must apply within 6 months from the date of retrenchment, use our appropriate application form and meet the conditions on it. We will let you know if we accept your application.

We will only pay if:

- the retrenchment occurs after 90 days from the cover start date or date of reinstatement (if any) of the policy, whichever is later.
- you are working in Singapore and the company you were working for is registered in Singapore
- you are a Singapore citizen, Singapore permanent resident or a foreigner holding a valid employment pass issued by the Ministry of Manpower of Singapore.

We do not pay in any of the following circumstances:

- you are aware of the retrenchment before the cover start date of the policy;
- you are a part-timer, freelancer, or an independent contractor, self-employed or sole proprietor at the date of retrenchment;
- you are retrenched from full-time employment which you have not worked for at least 6 continuous months immediately before the retrenchment;
- when the policy is converted to paid-up;
- your unemployment is a result of:
  - your retirement;
  - your resignation;
  - your termination or suspension due to willful or deliberate misconduct or unlawful behaviour;
- the end of your employment contract;
- your leave of absence whether paid or unpaid;
- your military discharge; or
- your voluntary forfeiture of income.

If the policy is assigned to a corporation or an individual, this benefit will end.

**Retrenchment** means the termination of full-time employment, not by choice, and is certified as unemployed by the current employer.

The retrenchment may be due to employer restructuring, reorganising, relocating, outsourcing or liquidating of the business.



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## 2.4 Monthly Cash Benefit

The Monthly Cash Benefit is expressed as a percentage of the Face Value and payable every month starting from the 49th month for both the guaranteed and non-guaranteed cash benefits. (Note: The Face Value is not the Sum Assured of the policy. The Face Value is a notional value used to determine the Cash Benefit and the Performance Bonus (non-guaranteed). It does not represent the amount we will pay on the death of the life assured.)

For PRULifetime Income Plus (RP), Face Value is equivalent to the premium term multiplied by the premium committed on annual mode basis.

The Monthly Cash Benefit is made up of a Guaranteed and Non-Guaranteed portion. It is a percentage of the Face Value, depending on your premium payment term.

	<b>Guaranteed Monthly Cash Benefit</b>	<b>Non-Guaranteed Monthly Cash Benefit</b>
<b>Premium payment terms</b>	4 years /10 years	
<b>Paid from the</b>	49 <sup>th</sup> month onwards	
<b>Percentage of the Face Value</b>	0.864% per year	2.004% per year

The non-guaranteed portion of the Monthly Cash Benefit is payable from the 49<sup>th</sup> month onwards. It is not guaranteed and will vary according to the future experience of the participating fund.

The illustrated Non-Guaranteed Cash Benefit in this section is based on the illustrated Investment Rate of Return of the participating fund at 4.25% per annum. The actual Non-Guaranteed Cash Benefit that may be declared in the future may turn out to be higher or lower than those illustrated in this section.

You also have the option to leave the Cash Benefit with us to accumulate in value. Your initial choice is shown on your proposal form.

If you choose to leave the Cash Benefit with us, we use a yearly interest rate on the Cash Benefit. Interest accrues on a daily basis. On each policy anniversary, we add the previous year's interest to your Cash Benefit and credit interest on the total amount.

We reserve the right to vary the interest rate but will not do so before giving you 30 days' written notice.

We use your Cash Benefit and the interest that we have paid into your account to pay any loan and interest (if any) that you owe us under the policy loan or surgical and nursing loan option.



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If you have built up some Cash Benefit with us, you can apply to withdraw at least \$1,000 at any time. If at the time of your application you have less than \$1,000 with us, you must withdraw the whole amount if you decide to proceed with your application.

To apply to withdraw the Cash Benefit, you must use our appropriate application form and meet the conditions on it. We will notify you if we accept your application.

When there is a Death Benefit or Accidental Death Benefit claim, the Cash Benefit will end.

## **2.5 Change of Life Assured Benefit**

The request to change from one Life Assured to another will only be allowed after the premium payment term of the policy.

Once this benefit is activated by the Policyowner, the following will be triggered:

- Policy will have a Cover Expiry Date set at age 110, taking reference from the Original Life Assured's Age
- All supplementary benefits (if any) will be terminated
- Maturity Benefit will be payable upon the Cover Expiry Date
- Monthly Cash Benefit and all coverage will cease upon the Cover Expiry Date

For individual policies, the Policyowner will only be allowed to change the Life Assured once throughout the policy term.

For policies owned by a business organisation (Employer – Employee benefit), there are no limits to the number of changes allowed throughout the policy term.

Upon the change of Life Assured:

- (i) You will receive a revised Certificate of Life Assurance with the New Life Assured's particulars.
- (ii) The cover on the Original Life Assured terminates and the cover on the New Life Assured will commence on the new cover start date (effective next monthiversary) as stated in the revised Certificate of Life Assurance and all rights under the Former Life Assured terminates with immediate effect.

Such a change is subject to:

- (i) Satisfactory evidence of sufficient insurable interest in the New Life Assured in accordance with any prevailing applicable laws and regulations;
- (ii) Usual Administrative requirements;
- (iii) Date of birth of the New Life Assured must not be later than initial Policy Issue Date

To apply for the Change of Life Assured, the Policyowner must use our appropriate application form and meet the conditions on it.



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### 3. POLICY LIMITS

#### 3.1 Age at Entry

**For Death:**

Premium Payment Term	Minimum age at entry (ANB)	Maximum age at entry (ANB)
4-Pay / 10-Pay	1	70

**For Disability Waiver:**

Premium Payment Term	Minimum age at entry (ANB)	Maximum age at entry (ANB)
4-Pay / 10-Pay	1	64

**For Retrenchment Benefit:**

Premium Payment Term	Minimum age at entry (ANB)	Maximum age at entry (ANB)
4-Pay / 10-Pay	11	64

Note: Retrenchment Benefit covers the policyowner. As per current underwriting guidelines, 11 to 16 ANB can be qualified as policyowner subjected to parental consent. This benefit is claimable from 17ANB onwards and subjected to relevant T&Cs upon claim.

#### 3.2 Age at Expiry

	Maximum Expiry (ANB)
Death	Whole of Life
Disability Waiver	70
Retrenchment Benefit	65





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### 3.3 Policy Term

Whole of life

### 3.4 Premium Term

Plans	Premium Term (years)
PRULifetime Income Plus (RP)	4
	10

### 3.5 Size of Policy

Plans	Premium Term (years)	Minimum Annual Premium	Maximum Annual Premium
PRULifetime Income Plus (RP)	4	subject to minimum Face Value	subject to maximum Face Value
	10		

Do note that the maximum premium allowed for purchase is still subject to GIO aggregation rule.

Plans	Premium Term (years)	Minimum Face Value	Maximum Face Value
PRULifetime Income Plus (RP)	4	\$45,000	\$10,000,000
	10	\$23,000	\$10,000,000

In multiples of \$100 Face Value.

### 3.6 Aggregation Rules

The aggregate premiums payable for selected plans per life assured issued in the past 24 months cannot exceed S\$10 million (or equivalent). The calculation is based on the total committed premiums of the product (e.g. 10 x annual premium for a 10-year premium term product, or full single premium for a single premium product). US dollar denominated policies will be aggregated after applying an exchange rate of US\$1 to S\$1.40 on the premiums payable. We reserve the right to review/vary this rate.

### 3.7 Mode of payment

Annual, half-yearly, quarterly or monthly payment frequency.



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### 3.8 Method of payment

Available via cash, cheque, GIRO and credit card.

eGIRO (POSB/DBS) is only allowed for policies sold by Agency Distribution.

Payment by all credit cards (VISA or MASTERCARD only) are allowed for first premium and subsequent renewal premium.

For payment via GIRO, the first 2 monthly premiums must be made via cash, cheque or credit card.

## 4. POLICY VALUES

### 4.1 Surrender Values

Premium Term (years)	Surrender Value
4 years	The product acquires a surrender value after the policy has been in-force for 12 months, and 12 months of premiums has been paid
10 years	The product acquires a surrender value after the policy has been in-force for 36 months, and 36 months of premiums has been paid

There will still be non-guaranteed surrender value payable in the form of Performance Bonus.

### 4.2 Policy Loan

A policy loan may be taken against the surrender value of the policy. The maximum loan amount is set at 90% of the surrender value at the time the loan is taken up. An interest rate, currently at 5.25% p.a. will be levied on the loan amount starting from the date of the loan. Interest accrues on a daily basis. We can change the interest rate but will give the customer 3 months' written notice if we do so.

### 4.3 Automatic Premium Loan (APL)

In the event of non-payment of premium, the policy will not terminate so long as the surrender value of the policy is sufficient to enable Prudential to pay one or more premium. An interest rate, currently at 5.25% p.a. will be charged. This interest rate may vary from time to time. The company reserves the right to vary the interest rate but will not do so before giving the customer 3 months' written notice.

If the Surrender Value is insufficient to cover one full modal premium (e.g. Mode of Payment = Annual, Annual Premium Due = \$2,400, but Surrender Value = \$2,000), mode of Payment will be changed to Monthly, Premium Due = \$204 and the Surrender Value of \$2,000 will be used to fund the monthly premium due before the policy lapses.



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During APL, all benefits under PRULifetime Income Plus (RP) remains.

#### **4.4 Paid-up Values**

Paid-up values will be based on total Surrender Value and they will not participate in future bonuses. On paid-up, Cash Benefit option must be changed to paid-out. The Face Value will be reduced when Paid-Up is processed.

If the policy is converted to paid-up, these features will no longer apply:

- Policy loan
- Surgical and Nursing loan
- Having any supplementary benefits
- Policy is not entitled for future non-guaranteed Cash Benefit

The revised Face Value is subject to a minimum of \$1,000.

The guaranteed yearly Cash Benefit will be based on the revised Face Value shown on the new Certificate of Life Assurance.

#### **4.5 Bonus Surrender**

Bonus Surrender is not applicable for this product.

#### **4.6 Surgical & Nursing Loan**

If the policy has a surrender value and the certificate of life assurance shows that the customer has this option, the customer can apply for an interest-free loan to pay for medical expenses the customer has to pay as a result of a surgical operation performed on the life assured.

The customer can only apply for the loan on the part of the medical bills where cash payment was made and if the customer cannot claim the medical expenses from any source.

The customer can apply for more than one loan, but each loan amount must be at least \$200 and the total of all loans cannot be higher than:

- 10% of Face Value; or
  - the surrender value of the policy.
- whichever is the lowest.

The customer cannot apply for a loan if the surgical operation arises directly or indirectly out of one of the following:

- dental treatment
- acquired immunodeficiency syndrome (AIDS), AIDS-related complex or infection by the human immunodeficiency virus (HIV);
- cosmetic surgery
- pregnancy, miscarriage or childbirth

Customers can repay the loan at any time. We deduct the loan amount from any payment we make under their policy.



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If the total outstanding amount the customer owes us under their policy exceeds the surrender value, the policy terminates immediately.

To apply, the customer must use an appropriate application form and meet the conditions on it. We will notify the customer on the outcome of the application.

#### **4.7 Withdrawal of Cash Benefit**

If the customer chooses to payout the cash benefit (default option), we shall pay the customer the monthly cash benefit through their registered PayNow account or direct credit to their bank account. The policyholders will receive non-guaranteed cash benefit together with the guaranteed cash benefit.

If the customer chooses to accumulate the Cash Benefit with Prudential, a non-guaranteed interest will be accrued daily and compounded yearly. Policyholders can only do partial encashment of the accumulated Cash Benefit plus the interest earned any time during the policy term. The minimum withdrawal amount is \$1,000.

### **5. POLICY CONDITIONS**

#### **5.1 Free Look Provision**

We give the customer a period of 14 days after the date of receiving the policy to review its terms and conditions.

If the customer decides that this policy is not suitable for their needs, simply write to us within the 14-day review period. We will refund any premium the customer has paid, less medical fees, other expenses we have had to pay and any amounts the customer owes us in connection with the policy.

#### **5.2 Grace Period for Renewal Premium**

The customer has up to 30 days grace period for premium payment. The policy will lapse if premium is not received and if there is insufficient surrender value to deduct from at the end of the grace period.

If there is sufficient surrender value, the insurance coverage can be maintained and the premiums will continue to be deducted until the policy has no surrender value at which time the policy will lapse without value.

#### **5.3 Revival Criteria / Reinstatement of Policy**

As per existing practice, revival is subject to normal underwriting and the submission of relevant forms such as revival forms and supplementary proposal form etc.

Revival can be effected by Payment of Arrears and Revival by Redating. We will charge an interest rate of 5.25% p.a. for the outstanding premiums on policies which have lapsed for more than 6 months if the customer chose to revive via Payment of Arrears.



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Note that for Revival by Redating, the premium payable on revival is based on life assured current age next birthday.

Auto-revival is allowed.

## **5.4 Policy Alteration**

### **5.4.1 Face Value**

The policyowner can make adjustment to reduce the Face Value (increase in Face Value is not allowed). If there is any partial surrender value, it will be paid less off indebtedness. There will be no refund of pro-rated premium. This alteration can only be done on next Premium Due Date.

Reduction of Face Value is still subject to the minimum Face Value of \$45,000 (for 4 pay) and \$23,000 (for 10pay). The new Face Value has to be in multiples of \$100.

Reduction of Face Value is allowed during or after the premium term.

### **5.4.2 Mid Term Addition**

Mid-term addition is applicable for policy with 10 years premium payment term only. It is not applicable for policy with 4 years premium payment term.

## **5.5 Changes to Policy Benefits / Conditions / Plan**

We can end or change the policy benefits, conditions or plan at any time if any material fact affecting the risk is incorrectly stated or represented to us or the customer has failed to give us in any of the documents the customer provided to us.

## **5.6 Governing Law**

This plan is governed by laws of the Republic of Singapore, and the Singapore courts alone will deal with any dispute arising from your policy

## **5.7 Notice of Claim**

### **For Death Claim:**

- a completed Claimant Statement;
- the current Certificate of Life Assurance;
- a completed Clinical Abstract Application Form;
- a medical report from the life assured's Registered Medical Practitioner;
- the death certificate issued by the relevant authority;
- the identification documents of the person claiming;
- evidence that the person is entitled to receive the payment (e.g. birth certificate, marriage certificate, Will, Letter of Administration or Probate, Trust Deed etc.); and
- any documentary proof we may need.

As well as the documents shown above, we will also need the following.

- if death is due to unnatural causes (e.g. Accident, suicide, and so on), we need:
  - the Post mortem report;
  - the Coroner's verdict; and
  - a Police report.



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- if death occurs outside of Singapore, we need an official document from the relevant authority proving the death of the life assured.

For Disability Waiver Claim:

- a completed Disability claim form;
- the current Certificate of Life Assurance;
- a medical report including clinical, radiological, imaging evidence, laboratory and histological evidence from the life assured's Registered Medical Practitioner;
- any documentary proof we may need (e.g. a police report); and
- a completed Clinical Abstract Application Form.

The life assured must also give us evidence to our satisfaction of continuing disability before each payment.

We reserve the right to ask the life assured or life assured's legal representative to provide, at his/her own expense, more documents or evidence to help in the assessment of the claim.

For Retrenchment Benefit Claim:

- a completed Retrenchment benefit claim form;
- employment letter from employer;
- retrenchment letter from employer;
- CPF statement; and
- Any documentary proof we may need.

You must pay any cost involved in providing these documents.

## **5.8 FATCA & CRS**

PRULifetime Income Plus (RP) is in-scope for FATCA and CRS.

## **5.9 Taxes**

### 5.10.1 Goods and Services Tax

As this product is a Life insurance contract, no GST is chargeable.

### 5.10.2 Withholding Tax

Income, including interest income, from Life insurance policies paid to non-residents is exempt from withholding tax.

However, interest payments on death claims (if applicable) to non-residents is subject to withholding tax. Withholding tax is at 22% (based on the prevailing highest individual tax rate) on such payment of interest on death claims to non-residents. It should be noted that withholding tax should be made at the rate of 24% (being the highest individual tax rate as announced in the 2022 Budget) for any payment made from 1 Jan 2023 (i.e. Year of Assessment 2024).



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The filing and payment of withholding tax must be made to IRAS by the 15th of the second month from the date with the withholding tax form to be filed electronically via myTax Portal and withholding tax payment to IRAS.

Please note that the withholding tax rate may change from year to year.

#### **5.10 Termination**

The benefits under the PRULifetime Income Plus (RP) policy will end:

- when the life assured dies;
- if the policy lapses because the amounts the customer owes us are more than the surrender value;
- if the customer surrenders the policy;
- when we pay a claim for death and pay the full benefit; or
- maturity of the policy (for policies with the change in life assured benefit activated), whichever event happens first.

### **6. EXCLUSIONS**

#### **6.1 Death Benefit**

If the life assured dies from suicide within 12 months from the cover start date of the policy, we will make the policy void, we cancel it and refund the total premiums\* received from the customer. We will deduct any policy loans (including interest), surgical and nursing loans and all other amounts the customer owes us in connection with the policy and expenses (including administrative, sales related and medical expenses) we have had to pay for the policy.

If the life assured dies from a pre-existing condition within 12 months from the cover start date of the policy, we will refund the total premiums\* received from the customer. We will first deduct any policy loans (including interest), surgical and nursing loans and all other amounts the customer owes us in connection with the policy and expenses (including administrative, sales related and medical expenses) we have had to pay for the policy.

A Pre-existing condition is the existence of any signs or symptoms for which treatment, medication, consultation, advice or diagnosis has been sought or received by the Life Assured or would have caused an ordinary prudent person to seek treatment, diagnosis or cure, prior to the Cover Start Date of this benefit.

*\* Total premiums paid refer to Death premiums. If there is a reduction in the policy face value, the total premiums paid used in computing the benefit payable in the event of Death will be based on the revised premium set out in the new Certificate of Life Assurance and will be calculated as if this revised premium amount had been paid since the Policy Inception Date.*

#### **6.2 Accidental Death Benefit**

We do not pay Accidental Death benefit if the Accidental death of the life assured arises directly or indirectly out of one of the following:



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- All claims related to accidents that took place before the cover start date of the policy or date of reinstatement (if any).
- From war, riot, revolution or any similar event.
- From terrorism involving nuclear, biological or chemical agents.
- From illnesses or diseases of any kind, including fits, hernia, venereal disease, acquired immunodeficiency syndrome (AIDS) or food poisoning.
- From illnesses or diseases as a result of bites from, or contact with, an animal or insect, if they are infected by, or is a carrier of, illnesses or diseases.
- From a physical or mental condition which existed at the cover start date or date of reinstatement (if any) of this benefit.;
- Accidents arising and due to pregnancy or confinement and related complications.
- Deliberate acts such as taking intoxicating liquor or drugs, committing suicide or attempted suicide or deliberate self-injury while sane or insane.
- Unlawful acts or deliberate and reckless exposure to unnecessary danger except in trying to save a human life.
- Any death of the life assured that is a result of the life assured committing or is attempting to commit an offence or is resisting arrest.
- injuries as a result of committing, attempting or provoking an assault.
- From a state of unsound mind.
- Taking part in a dangerous activity or sports unless carried out legally under the supervision of a licensed organisation.
- Taking part in professional or competitive sports if the life assured would or could earn income or pay from doing so.
- Being in an aircraft of any type, or boarding or getting off any aircraft, except as a fare-paying passenger in an aircraft that is on a regular scheduled route operated by a commercial airline.
- Radiation or contamination from radioactivity.
- Racing of all kinds, other than on foot or bicycle.
- Taking part in commando or bomb-disposal duties or training, active military duties such as maintaining civil order, taking part in hostilities, whether war is declared or not, and travel by military aircraft or waterborne vessel. (This exclusion overrides all other terms and conditions relating to military services.)
- An activity under the special exclusions and special terms and conditions shown in your certificate of life assurance.

### **6.3 Disability Waiver Benefit**

We do not waive premiums if:

- the claim was made when the life assured has already died at the time of the claim. We will pay the Death Benefit instead;
- the disability existed at the cover start date of this benefit or at the date of reinstatement (if any);
- the disability occurred when the life assured is below 28 days of age;
- the disability arises directly or indirectly out of one of the following:
- occurred within 12 months from the cover start date or date of reinstatement (if any) due to a pre-existing condition;
- attempted suicide or self-inflicted injuries while sane or insane;
- travelling on a non-commercial airline except military aircraft; or
- an activity under the special exclusions and special terms and conditions shown in your certificate of life assurance.





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#### 6.4 Retrenchment Benefit

We do not pay in any of the following circumstances:

- you are aware of the retrenchment before the cover start date of the policy;
- you are a part-timer, freelancer, or an independent contractor, self-employed or sole proprietor at the date of retrenchment;
- you are retrenched from full-time employment which you have not worked for at least 6 continuous months immediately before the retrenchment;
- when the policy is converted to paid-up;
- your unemployment is a result of:
  - your retirement;
  - your resignation;
  - your termination or suspension due to willful or deliberate misconduct or unlawful behaviour;
  - the end of your employment contract;
  - your leave of absence whether paid or unpaid;
  - your military discharge; or
  - your voluntary forfeiture of income.

#### 7. SUPPLEMENTARY BENEFITS

PRULifetime Income Plus (RP)	Riders Available
4-Pay, 10-Pay	Crisis Waiver III Early Stage Crisis Waiver Payer Security Plus Early Payer Security

#### 8. UNDERWRITING GUIDELINES

##### 8.1 Medical Underwriting

PRULifetime Income Plus (RP) is a guaranteed issuance plan i.e. no medical underwriting is required at application.

##### 8.2 Aggregation Rules

Aggregation rules apply. Please refer to section 3.6.

##### 8.3 Restriction on Nationality

It is available to all Singaporean, Singapore Permanent Resident and foreigner with valid passes. Other pass holders will be considered on case by case basis.

Please refer to PruInfo's Foreigner Guidelines (File named: New Business) for more info.

##### 8.5 Convertibility / Buy another policy

Convertibility / Buy another policy is not applicable.



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#### **8.6 Backdating**

Backdating is allowed up to 6 months; and it should not cross calendar year of product launch for participating products.

### **9. PREMIUM**

#### **9.1 Premium Rates**

Premiums rates are level, dependent on age of entry, gender, smoker status, premium payment term and policy term.

#### **9.2 Large Sum Discount**

Large Sum Discount is not applicable.

#### **9.3 PRUSmart Lady / PRULady / PRUMan / PRUTerm Plus Advantage Discount**

Not applicable.

#### **9.4 Policy Fees**

There are no policy fees.

#### **9.5 Frequency Factors for Different Premium Paying Mode**

The rates published are annual rates. The frequency factors used for conversion into other modes of payment are:

Premium payable	Yearly	Half-yearly	Quarterly	Monthly
Frequency factor	1	0.505	0.255	0.085



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## **PRULifetime Income Plus (RP)**

### **FREQUENTLY ASKED QUESTIONS**

#### **PRODUCT FEATURES**

**Q1 Why are we launching PRULifetime Income Plus (RP)?**

- A1 PRULifetime Income Plus (RP) serves as a product solution for customers who prefer flexibility in premium payment term options, higher and more frequent cash benefit to support their financial needs. This product addresses the needs of customers who wish to receive a steady stream of monthly income throughout their lifetime from as early as the 49<sup>th</sup> policy month to supplement their financial and lifestyle needs.

Please note that PRULifetime Income Plus (RP) is a replacement product for PRULifetime Income II. It is specially designed to meet the proposition of providing lifetime income, with enhanced benefits such as yield improvements, monthly cash benefit payouts and additional protection benefits.

**Q2 What are the key benefits of PRULifetime Income Plus (RP)?**

- A2 PRULifetime Income Plus (RP) has fixed premium payment term of 4 or 10 years and provides a stream of monthly income in the form of guaranteed and non-guaranteed cash benefit from the 49<sup>th</sup> policy month. It also offers financial protection against death or accidental death for as long as the life assured lives. There is also a Disability Waiver Benefit, a Retrenchment Benefit and the Option to Change the Life Assured.

**Q3 What will Prudential pay for Death Benefit (non-accidental causes)?**

- A3 If a life assured is shown on the Certificate of Life Assurance to be covered for this benefit and dies (due to non-accidental causes), we pay the higher of:
- 101% of the total premiums paid (but not premiums for supplementary benefits, if any) at the time of death; or
  - 101% of the surrender value at the time of death;
- plus any cash benefit left with us, less any amounts you owe us.

We will deduct any overpaid cash benefit due to the late notification of death.

The whole policy and all its benefits automatically terminate once we pay a death claim.



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**Q4 What will Prudential pay for Accidental Death Benefit?**

- A4 If a life assured is shown on the Certificate of Life Assurance to be covered for this benefit and dies (because of an accident), we pay the higher of:
- 105% of total premiums paid (but not premiums for supplementary benefits, if any) at the time of death; or
  - 101% of the surrender value at the time of death;
- plus any cash benefit left with us, less any amounts you owe us.

We will deduct any overpaid cash benefit due to the late notification of death.

The whole policy and all its benefits automatically terminate once we pay a death claim.

**Q5 What will Prudential pay for Disability Waiver Benefit?**

- A5 If a life assured is shown in the certificate of life assurance to be covered for this benefit and becomes totally and permanently disabled before the cover end date, we will waive all future premiums of your PRULifetime Income Plus (RP) policy. Premiums for supplementary benefits are not waived.

If the life assured stops being totally and permanently disabled before the end of the premium payment term, the premium waiver will stop and you must continue paying the premiums.

You can claim this benefit only once for each PRULifetime Income Plus (RP) policy.

**Q6 What are the eligibility criteria for Disability Waiver Benefit?**

- A6 We will waive premiums in the following circumstances if the life assured becomes totally and permanently disabled.

For a life assured whose age is from 28 days and 15 years, we pay when the life assured is totally and permanently disabled, as a result of which they have to stay in a home, hospital or other institution and need constant care and medical attention for at least six months in a row.

For a life assured whose age is from 16 to 65 years, we pay when the life assured is totally and permanently disabled, as a result of which they:

- cannot take part in any occupation, business or activity which pays an income; or
- suffer total and permanent loss of use of:
  - both eyes;
  - any two limbs, each above the wrist or ankle but not just the hands and feet; or
  - one eye and any one limb at or above the wrist or ankle but not just a hand or foot.

For a life assured whose age is from 66 years to before the cover end date of this benefit, we pay when the life assured is totally and permanently disabled as a result of which they:

- suffer total and permanent loss of use of:
  - both eyes;
  - any two limbs each above the wrist or ankle but not just the hands and feet; or



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- one eye and any one limb at or above the wrist or ankle but not just the hand or feet, or
- are unable to perform (whether with help or without help) at least three of the following six Activities of Daily Living for at least six months in a row.

Activities of Daily Living:

- Washing - the ability to wash in the bath or shower (including getting into and out of the bath or shower) or wash satisfactorily by other means;
- Dressing - the ability to put on, take off, secure and unfasten all garments and, as appropriate, any braces, artificial limbs or other surgical appliances;
- Feeding - the ability to feed oneself once food has been prepared and made available
- Toileting - the ability to use the lavatory or otherwise manage bowel and bladder functions so as to maintain a satisfactory level of personal hygiene;
- Mobility - the ability to move indoors from room to room on level surfaces;
- Transferring - the ability to move from a bed to an upright chair or wheelchair and vice versa.

The above is the definition of totally and permanently disabled.

We waive premiums six months after the confirmed onset of the total and permanent disability by a registered medical practitioner.

We can ask for a medical examination to be carried out by a medical practitioner registered with the Singapore Medical Council if the medical reports you give us are not enough for our purposes.

**Q7 What will Prudential pay for Retrenchment Benefit?**

**A7** If **you\*** are retrenched during the premium payment term and before the policy anniversary before you turn 65 years old and remain unemployed for at least 30 continuous days from the date of retrenchment, we will pay one of the following:

- 50% of the annualised premium, as at the date of retrenchment, if your premium payment term is 4 years; or
- 100% of the annualised premium, as at the date of retrenchment, if your premium payment term is 10 years.

The annualised premium is equal to one full year of premiums based on your chosen payment frequency of the basic plan and any attaching supplementary benefit.

We pay this benefit once only during the premium payment term and in one lump sum. The benefit ends once the Retrenchment Benefit claim is paid.

**\*you** – refers to the policyowner who pays the premium of the policy.

**Q8 What are the eligibility criteria for Retrenchment Benefit?**



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A8 We pay the retrenchment benefit if you are retrenched during the premium payment term and before the policy anniversary immediately before you turn 65 years old. You must remain unemployed for a minimum period of 30 continuous days from the date of retrenchment as stated in the retrenchment letter issued by your employer.

Retrenchment means the termination of full-time employment, not by choice, and is certified as unemployed by the current employer.

The retrenchment may be due to employer restructuring, reorganising, relocating, outsourcing or liquidating of the business.

We will only pay if:

- the retrenchment occurs after 90 days from the cover start date or date of reinstatement (if any) of the policy, whichever is later.
- you are working in Singapore and the company you were working for is registered in Singapore
- you are a Singapore citizen, Singapore permanent resident or a foreigner holding a valid employment pass issued by the Ministry of Manpower of Singapore.

If the policy is assigned to a corporation or an individual, this benefit will end.

Q9 **What are the non-guaranteed benefits for PRULifetime Income Plus (RP)?**

A9 The non-guaranteed benefits are non-guaranteed cash benefit and performance bonus. They are not guaranteed and will vary according to the future experience of the participating fund.

Performance bonus is a one-time bonus which may be paid when you surrender your policy. The amount will vary depending on the end date of your policy.

There are no reversionary and maturity bonus.

Q10 **How does the change of life assured benefit work?**

A10 This benefit allows the policyowner to change the life assured to another life assured only after the premium payment term of the policy. This is subject to satisfactory evidence of sufficient insurable interest in the New Life Assured.

Once the change of life assured is activated:

- you will receive a revised certificate of life assurance with the new life assured's particulars.
- the cover for the original life assured ends and the cover for the new life assured starts on the new cover start date as shown in the revised certificate of life assurance. All rights under the original life assured ends with immediate effect.
- the policy will now have a cover end date set at age 110 years based on the original life assured's age
- all supplementary benefits (if any) will end
- there will be a maturity benefit to be paid on the cover end date



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- the monthly cash benefit and all benefits will end on the cover end date

**Q11 How many times can my customer activate this change of life assured benefit?**

A11 For policies owned by individuals, policyowner will only be allowed to change the Life Assured once throughout the policy term.

For policies owned by a business organisation (Employer-Employee Benefit plans), there are no limits to the number of changes allowed throughout the policy term.

**Q12 Will the policy pay any Maturity Benefit?**

A12 No, PRULifetime Income Plus (RP) is a whole of life plan with no maturity date. Hence, Maturity Benefit is not applicable.

However, upon activation of change of life assured, there will be a maturity benefit. (see Q10)

**CASH BENEFIT**

**Q13 When will my customer receive his first Cash Benefit payment?**

A13 Under the PRULifetime Income Plus (RP), the customer can expect to receive:

1. Guaranteed Monthly Cash Benefit from the 49<sup>th</sup> policy month
2. Non-Guaranteed Monthly Cash Benefit from the 49<sup>th</sup> policy month

**Q14 How will my customer receive his/her cash benefit?**

A14 If the customer opts for the cash benefit to be paid out, we shall pay the customer his/her cash benefit via his/her registered PayNow account or direct crediting to his/her bank account.

**Q15 How much cash benefit will the customer receive?**

A15 PRULifetime Income Plus (RP) will pay the following:

	Guaranteed Monthly Cash Benefit	Non-Guaranteed Monthly Cash Benefit
<b>Premium payment terms</b>	4 years /10 years	
<b>Paid from the</b>	49 <sup>th</sup> month onwards	
<b>Percentage of the Face Value</b>	0.864% per year	2.004% per year



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The illustrated non-guaranteed cash benefit is based on the Illustrated Investment Rate of Return of the Participating Fund at 4.25% p.a.

The non-guaranteed cash benefit is not guaranteed and will vary according to the future experience of the participating fund. The actual non-guaranteed cash benefit that may be declared in the future may turn out to be higher or lower than those illustrated above.

**Q16 How will my customer be informed of the changes in non-guaranteed benefits (Cash Benefit & Performance Bonus)?**

A16 An Annual Bonus Update will be sent to the customer when the policy starts to pay non-guaranteed Cash Benefit. This document aims to keep the customer informed of the performance of the fund and its future outlook. The customer will be informed whenever there is a change in the declared non-guaranteed Cash Benefit or bonus rates. The customer will also receive from us an update on the changes in future non-guaranteed Cash Benefit or bonuses. The customer may expect to receive this update after April of each year.

**Q17 Can my customer choose to accumulate the Cash Benefit?**

A17 Yes. If the customer chooses to leave the Cash Benefit with us, we apply an annual interest rate on the accumulated Cash Benefit. The interest accrues on a daily basis. On each policy anniversary date, the accrued interest will be added to the accumulated Cash Benefit to form the new accumulated Cash Benefit. The interest accruing on the following year will be based on the new accumulated Cash Benefit.

We reserve the right to vary the interest rate but will not do so before giving the customer 30 days' written notice.

**Q18 What is the interest payable when customer chooses to accumulate the Cash Benefit?**

A18 The current prevailing cash benefit accumulation interest rate is at 2.50% p.a.

Please note that this rate is not guaranteed and we reserve the right to vary the interest rate but will not do so before giving the customer 30 days' written notice.

Once the Cash Benefit has been paid, we will not allow it to be back paid for accumulation.

**Q19 If my customer chooses to accumulate the Cash Benefit, can he withdraw the Cash Benefit in the future?**

A19 If the customer chooses to accumulate the Cash Benefit, the customer can apply to withdraw at any time, subject to a minimum withdrawal of \$1,000.

If at the time of the application for withdrawal, the accumulated Cash Benefits are less than \$1,000, the customer must withdraw the whole amount.





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## **NEW BUSINESS**

### **Q20 Who can purchase PRULifetime Income Plus (RP)?**

A20 The plan is available to all Singaporeans, Singapore Permanent Residents and foreigners with valid passes. Other pass holders will be considered on case by case basis. Please refer to PruInfo's Foreigner Guidelines (File named: New Business) for more info.

### **Q21 Can the customer choose to backdate the policy?**

Yes, backdating is allowed up to 6 months; and it should not cross calendar year of product launch for participating products.

### **Q22 Is there any maximum limit (death limit/premium limit) imposed on PRULifetime Income Plus (RP)?**

A22 Yes, the aggregate premiums payable for selected plans per life assured issued in the past 24 months cannot exceed S\$10 million (or equivalent). The calculation is based on the total committed premiums of the product (e.g. 10 x annual premium for a 10-year premium term product, or the full single premium for a single premium product). US dollar denominated policies will be aggregated after applying an exchange rate of US\$1 to S\$1.40 on the premiums payable. We reserve the right to review/vary this rate.

### **Q23 Which selected plans are included in this aggregation?**

A23 Please refer to our Prudential website for the list of Prudential plans which are subjected to Aggregation Rule: <https://www.prudential.com.sg/company/understanding-insurance> >> Guaranteed Issuance Plans Aggregation Rule

## **PREMIUM RATES**

### **Q24 Are premium rates guaranteed?**

A24 The premium rates for PRULifetime Income Plus (RP) are guaranteed.

### **Q25 What will happen to the policy in the event of non-payment of premium?**

A25 The policy will be maintained under the Automatic Premium Loan (APL) feature provided there is sufficient surrender value to advance the premium due. The premiums due will be advanced under the APL feature of the plan and we will charge an interest of 5.25% per annum. We reserve the right to vary the interest rates from time to time.

The policy will terminate and no benefits will be payable once the outstanding policy loans, premiums and interest exceeds the surrender value of the policy.



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APL will be activated during the premium payment term in case of non-payment of premium but will continue until all outstanding loans has been paid or, when the policy terminates.

### **POLICY SERVICES**

**Q26 Can my customer choose to change the Face Value of his/her PRULifetime Income Plus (RP) policy?**

**A26** An increase in the Face Value is not allowed.

The policyholder can make adjustment to reduce the Face Value, which will result in a partial surrender. If there is any partial surrender value, it will be paid after we less off any indebtedness. There will be no refund of pro-rated premium.

Any alteration will only be effective on the next Premium Due Date.  
Once a reduction in Face Value takes effect, the Cash Benefit and future bonus will be based on the new Face Value.

The reduced FV is still subject to minimum Face Value of \$23,000 for 10year premium term and \$45,000 for 4 year premium term. The new Face Value has to be in multiples of \$100.  
Reduction of Face Value is allowed during or after the premium term.

If you reduce the face value of your policy, we will give you a new certificate of life assurance reflecting your revised face value and the premium you have to pay. We will reduce your premium as a result and this reduction in premium will affect the calculation of the total premiums paid when deciding on your Death benefit and Accidental Disability benefit. We will decide on your total premiums based on the revised premium set out in your new certificate of life assurance and worked out as if you have been paying this revised premium amount from the start of your policy instead of the premium amount you were paying before the reduction in your face value.

**Q27 Can customer do a top-up to his PRULifetime Income Plus (RP) policy?**

**A27** No. This product does not allow top-up of premiums.

**Q28 Is cancellation of the Disability Waiver Benefit and Retrenchment Benefit allowed?**

**A28** No, cancellation of the Disability Waiver Benefit and Retrenchment Benefit are not allowed.

**Q29 Can customer do a mid-term addition to his PRULifetime Income Plus (RP) policy?**

**A29** Yes, mid-term addition is applicable for policy with 10 years premium payment term only. It is not applicable for policy with 4 years premium payment term.



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### **CLAIMS**

**Q30 What happens upon a claim should there be outstanding loans (i.e. policy loan or Surgical and Nursing loan)?**

**A30** We will deduct any amounts owing to us before paying any death claims. Thereafter, the policy will terminate.

### **SALES ADVISORY STANDARD**

**Q31 What do I need to take note of when completing the PruPlanner for this product?**

**A31** PRULifetime Income Plus (RP) is suitable for customer who wish to address Wealth Accumulation goal of Retirement / Savings / Children's Education / Children's Savings.

The Total Premium Payable (TPP) for PRULifetime Income Plus (RP), excluding premiums of supplementary benefits, is to be used for comparison with the customer's Wealth Accumulation shortfall to assess for any overselling.

If there is a surplus to any of the customer's needs, the FC needs to highlight to the customer on the detriment/implication that may arise and document a justification to explain the basis of recommendation, the customer's awareness and agreement with the deviation.

Given that the policy term of PRULifetime Income Plus (RP) is Whole Life, the FC is also required to document a justification for the timeline deviation (eg. How PRULifetime Income Plus (RP) is able to address the customer's wealth accumulation goal in "X" years.).

For more information on PruPlanner documentation, please refer to The Guide to PruPlanner Documentation and FAQ to the Guide to PruPlanner Documentation, which are available in PruRaise >> PruInfo >> Competence and Compliance >> Sales Advisory Materials.

### **MARKETING SUPPORT**

**Q32 Will there be brochures for PRULifetime Income Plus (RP)?**

**A32** Electronic brochure will be made available and you can direct your customers to Prudential's corporate website at [www.prudential.com.sg](http://www.prudential.com.sg).

### **GENERAL**

**Q33 Is the PRULifetime Income Plus (RP) training session compulsory?**

**A33** Training and assessment are mandatory to sell PRULifetime Income Plus (RP).



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**Q34 Will there be a new version of SQS? When will it be available?**

**A34** Yes, there will be a new version of SQS on PRUONE Express and it will be available on 12 October 2022.



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## PRULifetime Income Plus (RP)

### SALES & MARKETING PROPOSITIONS

PRULifetime Income Plus (RP) is a regular premium participating whole of life insurance plan denominated in Singapore Dollars (SGD). It provides a stream of income in the form of monthly cash benefit from the 49<sup>th</sup> policy month onwards. The monthly cash benefit comprises of a guaranteed and a non-guaranteed portion.

PRULifetime Income Plus (RP) has fixed premium payment term of 4 or 10 years. It provides financial protection against death or accidental death for as long as the life assured lives. There is also a disability waiver benefit, a retrenchment benefit and the option to change the life assured. The policy also allows the policyowner to participate in the performance of the participating fund in the form of Non-Guaranteed bonuses and Cash Benefit.

Here are some **Marketing Propositions**, which you may find useful for promoting **PRULifetime Income Plus (RP)**:

<b>Stream of regular income</b>	PRULifetime Income Plus (RP) provides your customers with a stream of monthly cash benefit from the 49 <sup>th</sup> policy month onwards.
<b>Flexibility in financial commitment</b>	PRULifetime Income Plus (RP) has fixed premium payment term of 4 or 10 years. Customers pay premium in a shorter period relatively to the policy term, while enjoying a lifetime of coverage.
<b>Having the flexibility to meet financial needs</b>	<p>PRULifetime Income Plus (RP) provides your customers with the flexibility to receive the monthly cash benefit as payouts, or to leave it with us to accumulate in value.</p> <p>By choosing to receive the monthly cash benefit as payouts, your customers can enjoy additional cash flow to supplement their lifestyle or retirement needs, or fulfill their dream of pursuing a new hobby.</p> <p>Alternatively, your customers can opt to accumulate the monthly cash benefit and defer the payouts for their loved ones.</p>
<b>Financial protection against Death and Accidental Death</b>	PRULifetime Income Plus (RP) provides your customers with financial protection against death and accidental death, where a lump sum payout will be made upon a successful death benefit claim to help tide through the unfortunate event.



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<b>Financial protection against Disability and Retrenchment</b>	<p>PRULifetime Income Plus (RP) provides your customers with financial protection against Disability and Retrenchment.</p> <p>Future premiums (excluding premiums for supplementary benefits) of the policy will be waived in the event of totally and permanently disability during the premium payment term.</p> <p>A lump sum payout of up to 100% of the annualised premium, as at the date of retrenchment will be made upon a successful retrenchment benefit claim to help tide through the unfortunate event.</p>
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Here are some **Market Segments** that may be suitable:

<b>Matured adults with families</b>	<p>PRULifetime Income Plus (RP) will appeal to those who are in the prime of their careers and are planning to save for their retirement needs or to fulfil other commitments. This plan can potentially help them achieve their financial goals while giving them peace of mind.</p> <p>The regular stream of monthly income can also help them to supplement their lifestyle in retirement or fund for their children's education.</p> <p>The accumulation option enables customers to accumulate all the guaranteed and non-guaranteed monthly cash benefit which they can withdraw it at a later stage of life or leave it for their loved ones.</p>
<b>Career focused achievers</b>	<p>PRULifetime Income Plus (RP) will appeal to single achievers. They may have to take care of their own medical bills and living expenses when they retire as they may not have spouse or children to depend on financially.</p> <p>A regular stream of monthly income can help to supplement their retirement and lifestyle needs.</p>



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## PRULifetime Income Plus (RP)

### 1. INTRODUCTION

There is a wide range of regular premium participating whole life products designed to provide regular income payouts in the market. For the purpose of this comparison, we will focus on our key competitors which have the largest market share of similar products.

We have made comparisons on the features, cash benefit amount and projected yield of similar products offered in the market. This will give you a clearer picture of the features and positioning of PRULifetime Income Plus (RP).

1. Prudential – PRULifetime Income Plus (RP)
2. Co. M - IG
3. Co. M – RLI III
4. Co. G – GLP 2
5. Co. A – PGFL (II)
6. Co. AV – MLI III

#### Important Notes:

- *The information presented is strictly confidential and for internal use only and cannot be reproduced, amended or circulated in whole or in part to anyone, including policyholders and potential prospects, for whatever purpose or reason.*
- *You should refer to respective product policy documents for exact wordings and details.*
- *This comparison does not include information on all similar products. PACS does not guarantee that all aspects of the products that have been illustrated. You may wish to conduct your own comparison for products that are listed in [www.comparefirst.sg](http://www.comparefirst.sg).*





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## 2. PRULifetime Income Plus (RP) VS Key Competitors

Company	<b>PACS PRULifetime Income Plus (RP)</b>	Co. M IG	Co. M RLI III	Co. G GLP 2	Co. A PGFL (II)	Co. AV MLI III
Illustration Rate	4.25%					
Underwriting	GIO	GIO	GIO	GIO	GIO	GIO
Premium term	4 and 10 years	5 years	5 and 10 years	3 years	5 and 10 years	3, 5, 10, 15, 20 or 25 years
Issue Age	1 – 70 ANB	0 – 65 ALB	5pay: 0 – 65 ALB 10 pay: 0 – 60 ALB	1 – 75 ANB	5pay: 0 – 65 ALB 10 pay: 0 – 60 ALB	5pay: 1 – 70 ANB 10 pay: 1 – 65 ANB
Coverage	Death: 101% of TPP or 101% SV. Accidental Death: 105% of TPP or 101% of SV.	Death: 101% TPP or GSV. TI: Advancement of DB. Accidental death: DB + 50% of the total premiums paid to Date.	Death: 101% TPP or GSV. TI: Advancement of DB.	Death: 105% of TPP. TI: Advancement of DB.	Death: 101% of TPP	Death: 101% of TPP or GSV. TI: Advancement of DB.
Policy Term	Whole Life (till Age 110 if activate Change in LA Ben)	Whole Life (till age 120)	Whole Life (till age 120)	Whole Life	Whole Life (till age 120)	Whole Life
Min./Max. Premium	Subject to min FV	Subject to min. \$90k SA	Subject to min. SA	\$10,000 p.a.	5pay: ~\$17,955 p.a. 10pay: ~\$8,332 p.a.	



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<b>Min. Max. FV/ SA / GMI</b>	4P min TPP: \$45,000 10P min TPP: \$23,000	Min. monthly income \$243	Min. SA: 36,000 Max. SA: 10 million	-	Min. GMI of \$75 Max. GMI \$25,000	
<b>Other Benefits (if applicable)</b>	<ul style="list-style-type: none"> <li>✓ Change of Life Assured</li> <li>✓ TPD premium waiver</li> <li>✓ Retrenchment Benefit</li> </ul>	<ul style="list-style-type: none"> <li>✓ Change in Life Assured</li> <li>✓ TPD premium waiver</li> </ul>	<ul style="list-style-type: none"> <li>✓ Change in Life Assured</li> <li>✓ Premium freeze option</li> <li>✓ TPD premium waiver</li> <li>✓ Retrenchment benefit</li> </ul>	-	<ul style="list-style-type: none"> <li>✓ Stepped-up monthly coupon</li> </ul>	<ul style="list-style-type: none"> <li>✓ Choice of accum. period</li> </ul>
<b>Cash Benefit Frequency</b>	Monthly	Monthly	Yearly	Monthly	Monthly	Yearly
<b>Cash Benefit Details</b>	<p>Guaranteed: 0.864% of FV from month 49</p> <p>Non-guaranteed: 2.004% of FV from month 49</p> <p><i>*Note: FV= Annual Premium * Premium Payment Term</i></p>	<p><u>Income Payout</u> 5pay: End of 61<sup>st</sup> month</p> <p>Guaranteed MI: 0.81% of SI divide by 12</p> <p>Non-guaranteed MI: 2.43% of SI divide by 12</p>	<p><u>Income Payout Year 5</u> Guaranteed: End of Yr 5: 0.80% of SI</p> <p>Non-guaranteed: End of Yr 5-24: 2.00% of SI</p> <p>End of Yr 25: 2.20% of SI</p> <p><u>Income Payout Year 10</u> Guaranteed: End of Yr 10: 0.80% of SI</p>	<p>Guaranteed: End of Yr 4 onwards: up to 0.85%p.a. of TPP</p> <p>Non-guaranteed: End of Yr 4 onwards: up to 2.43% p.a. of TPP</p>	<p>Guaranteed: from end of 5<sup>th</sup> pol anniversary</p> <p>GMI stepped up by 8% every 5 years (capped at 132% for 5pay &amp; 140% for 10 pay)</p> <p>Non-Guaranteed: from end of 5<sup>th</sup> pol anniversary</p> <p>5pay: stepped up by 6% every 5yr (capped at 124%)</p>	<p>Guaranteed: End of Yr 4 onwards: 1.2% of SA</p> <p>Non-guaranteed: End of Yr 4 onwards: 4.4% of SA</p>



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			Non-guaranteed: End of Yr 5-24: 2.00% of SI  End of Yr 25: 2.20% of SI		10pay: stepped up by 4% every 5yr (capped at 120%)	
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4-Pay	<b>PACS</b> <b>PRULifetime</b> <b>Income Plus (RP)</b>	<b>Co. M</b> <b>IG</b>	<b>Co. M</b> <b>RLI III</b>	<b>Co. G</b> <b>GLP 2</b>	<b>Co. A</b> <b>PGFL (II)</b>	<b>Co. AV</b> <b>MLI III</b>
Illustration Rate	4.25%					
Coverage	Death/Accidental Death	Death/TI	Death/TI	Death /TI	Death	Death /TI
Policy Term	Whole Life (till Age 110 if activate Change in LA Ben)	Whole Life (till age 120)	Whole Life (till age 120)	Whole Life	Whole Life (till age 120)	Whole Life
<b>Yields (50ANB MNS with Total Premium of \$100k)</b>						
Annual Premium Paid	\$25,000 p.a.	\$20,000 p.a.	\$20,000 p.a.	\$33,320 p.a.	\$17,956 p.a.	\$19,865 p.a.
Premium Term	4 years	5 years	5 years	3 years	5 years	5 years
Total Premiums Paid	\$100,000	\$100,000	\$100,000	\$99,960	\$89,779	\$99,322
<b>G. Cash Benefit</b>	End 49 <sup>th</sup> Mth: \$72 mthly (\$864 yearly)	End 61 <sup>st</sup> Mth: \$67.50 monthly (\$810 yearly)	End Yr5 onwards: \$800 yearly	Yr 5 onwards: \$70.81 mthly (\$849.72 yearly)	End Yr 5 onwards: \$75 mthly (\$900 yearly) Step up 8% every 5 yrs	End Yr 5 onwards: \$684 yearly
<b>N.G Cash Benefit</b>	End 49 <sup>th</sup> Mth: \$167 mthly (\$2004 yearly)	End 61 <sup>st</sup> Mth: \$202.5 monthly (\$2430 yearly)	End Yr5 – Yr24: \$2000 yearly Yr 25 onwards: \$2200 yearly	Yr 5 onwards: \$202.42 mthly (\$2429.04 yearly)	End Yr 5 onwards: \$111 mthly (\$1332 yearly) Step up 8% every 5 yrs (cap at \$1651.68 yearly)	End Yr 5 – Yr20: \$2508 yearly Yr 21 onwards: \$2707 yearly



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<b>Guaranteed yield at policy</b> • Year 20 • Year 30 • Year 40	0.71% 0.77% 0.80%	0.67% 0.72% 0.74%	0.68% 0.73% 0.75%	0.71% 0.75% 0.78%	-1.14% 0.14% 0.69%	0.75% 0.81% 0.83%
<b>Total yield at policy</b> • Year 20 • Year 30 • Year 40	2.59% 3.09% 3.18%	2.78% 2.91% 3.00%	2.91% 3.08% 3.16%	2.85% 2.98% 3.11%	1.11% 2.95% 3.41%	2.98% 3.10% 3.16%
<b>Guaranteed SV +CB (% TPP)</b> • Year 20 • Year 30 • Year 40	113% 122% 131%	112% 120% 128%	112% 120% 129%	114% 122% 131%	83% 104% 124%	114% 122% 133%
<b>Total SV +CB (% TPP)</b> • Year 20 • Year 30 • Year 40	150% 199% 246%	152% 186% 223%	157% 198% 244%	157% 192% 228%	119% 195% 274%	157% 192% 231%
<b>Breakeven Year (Gtd)</b>	10	8	8	6	29	5
<b>Breakeven Year (Total)</b>	10	8	8	6	19	5



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10-Pay	<b>PACS</b> <b>PRULifetime Income Plus (RP)</b>	<b>Co. M</b> <b>RLI III</b>	<b>Co. A</b> <b>PGFL (II)</b>	<b>Co. AV</b> <b>MLI III</b>
Illustration Rate	4.25%			
Coverage	Death/Accidental Death	Death/TI	Death	Death /TI
Policy Term	Whole Life (till Age 110 if Change in Life Assured Benefit is activated)	Whole Life (till age 120)	Whole Life (till age 120)	Whole Life
<b>Yields (30ANB MNS with Total Premium of \$100k)</b>				
Annual Premium Paid	\$10,000 p.a.	\$10,000 p.a.	\$11,110	\$10,031
Premium Term	10 years	10 years	10 years	10 years
Total Premiums Paid	\$100,000	\$100,000	\$111,100	\$100,313
G. Cash Benefit	End 49th Mth: \$72 monthly (\$864 yearly)	End Yr5 onwards: \$800 yearly	End Yr 5 onwards: \$100 mthly Step up 8% every 5 yrs	End Yr5 onwards: \$792 yearly
N.G Cash Benefit	End 49th Mth: \$167 monthly (\$2004 yearly)	End Yr5 – Yr24: \$2000 yearly Yr 25 onwards: \$2200 yearly	End Yr 5 onwards: \$124 mthly Step up 8% every 5 yrs (cap at 132%)	Yr 10 – Yr20: \$2,904 yearly Yr 30 onwards: \$3,135 yearly
Guaranteed yield at policy				
• Year 20	0.30%	0.65%	-0.94%	0.64%
• Year 30	0.72%	0.72%	0.01%	0.76%
• Year 40	0.78%	0.74%	0.53%	0.84%
Total yield at policy				
• Year 20	2.56%	2.84%	1.23%	2.86%
• Year 30	3.02%	2.95%	2.70%	3.02%
• Year 40	3.14%	3.00%	3.38%	3.25%



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<b>Guaranteed SV +CB (% TPP)</b>				
• Year 20	104%	110%	87%	110%
• Year 30	118%	118%	100%	120%
• Year 40	127%	126%	116%	131%
<b>Total SV +CB (% TPP)</b>				
• Year 20	138%	144%	114%	149%
• Year 30	177%	176%	171%	186%
• Year 40	215%	209%	245%	234%
<b>Breakeven Year (Gtd)</b>	18	12	30	10
<b>Breakeven Year (Total)</b>	14	12	19	10



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### **3. Overall Comparison Summary**

PRULifetime Income Plus (RP) has a competitive edge as compared to key competitors due of the following reasons:

- ✓ Strong focus on income payout with simplified cash benefit structure
- ✓ Flexibility to change the life assured for policy continuity
- ✓ One of the few competitors with protection benefits such as Disability Waiver Benefit and Retrenchment Benefit.
- ✓ Relatively high guaranteed monthly cash benefit, slightly behind Co. A.
- ✓ Relatively high non-guaranteed monthly cash benefit from policy year 21 onwards, slightly behind Co. AV.
- ✓ One of the highest total cash benefits (guaranteed + non-guaranteed), only slightly behind Co. AV.
- ✓ Relatively high total yield, only slightly behind Co. AV in the earlier years and Co. A in the later years.