

Notes

- This chapter should be read in conjunction with the contract documents. If there is any conflict or inconsistency between the contents of the contract documents and this chapter, the provisions of the contract documents will prevail.
- Take note that information contained in this technical guide is with regards to the latest versions of the applicable products/benefits. Refer to the contract documents for information about the existing products/benefits of a life insured.
- Any reference to "we", "us", "our" or "ours" refers to Sanlam Life Insurance Limited (Sanlam Life). Any reference to "plan overview" refers to the plan overview of the contract documents.

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Why A Student Package?

Despite their age, students are not immune to major life incidents like cancer, disability or death, and have a relatively greater risk of accidents, given their age and active lifestyles. The pay-out from a risk policy can help pay for various expenses, like adapting a car after a disability or paying off student debt. Getting cover at a young age is also more affordable and less likely to have medical loadings or exclusions.

A student package lays the foundation for a risk cover portfolio to further build on when the student starts working and helps students form the financial habits necessary for living a future life of financial confidence.

With the Graduate and Professional Student Package, qualifying students can now access benefits while they are studying which will remain suitable when they commence employment.

From an intermediary point of view, a student package enables intermediaries to attract future Graduate and Professional clients while they are still studying, partnering with them in their journey toward financial confidence, retaining them as clients for life.

Availability

The Student Packages are only available to graduate and professional students, as defined by the qualifying criteria of each package.

Graduate Student Package

The Graduate Student Package is a package specifically designed for students studying toward a 3-year degree or 4-year diploma. It is available under the Premier product option of our Matrix Topcover product.

Description	The Graduate Student Package is an offer which provides students with comprehensive cover. It is offered to students from their 2nd academic year, who are studying toward a National Qualifications Framework (NQF) level 7 or higher qualification. The benefits that form part of this package will remain suitable when they commence employment. There are 2 options available to provide for different levels of cover and affordability.
Product	Matrix Topcover (T02W)
Product Option	Premier
Guarantee Period	5 years
Payment Pattern	Age-related with CPI cover growth.
Qualifying lives	<p>In order to qualify for the Graduate Student Package the student must:</p> <ul style="list-style-type: none"> • Not yet have a Sanlam Student Package and • be younger than 30 and • Be a full-time student in at least their 2nd academic year, studying toward an NQF level 7 or higher qualification.* <p><i>*A National Qualifications Framework (NQF) Level 7 qualification is a 3-year university degree, a 4-year university of technology degree or a 4-year diploma. A student progresses to a next academic year when they successfully pass a tertiary study year.</i></p>

What benefits and cover amounts are included in the package?

The Graduate Student Package consists of 2 options and the plan holder will be able to choose either option A or option B. Each option will provide a pre-selected set of benefits with an initial recurring payment depending only on gender and smoker status.

The benefits that are included in the Graduate Student Package are all whole of life.

The table below illustrates the benefit and cover amounts for the 2 options:

Benefit	Cover amounts	
	Option A	Option B
Lump Sum Benefits		
Death (DS)	R300 000	R400 000
Comprehensive Disability Plus (Accelerator) (CAR4)	R300 000	R400 000
Comprehensive Severe Illness (Standalone) (TSW3)	R200 000	R300 000

Client roles

The following client roles apply to the plan:

- The plan-holder and the life insured must be the same person (the student).
- The payer of the plan need not be the plan-holder.
- The plan-holder may nominate beneficiaries for the Death benefit.

What cover is provided while the student is studying?

Comprehensive Disability Plus

Defined permanent impairment and accidental claim events

Apply from the start.

Temporary Incapacity Cover for Accidental and Non-Accidental Causes

This cover applies from the start.

Occupational disability cover

Occupational disability cover applies from the student's final academic year. The benefit will pay the cover amount if the student becomes totally and permanently disabled for a future occupation we may reasonably expect them to have practised, had they not become disabled and had they completed their studies.

Extended occupational disability cover

If the life insured successfully completes his or her studies, but does not yet start working, we will continue to cover him or her for occupational disability as if he or she is still a student, for up to 12 months from the date he or she stopped studying.

Death

Death cover applies from the start.

Comprehensive Severe Illness

Severe illness cover applies from the start.

For additional information on the benefits mentioned above please see the relevant chapters in this Technical Guide.

What cover is provided once the student starts working?

Once the life insured starts working, occupational disability cover will apply as for any other working client. Other cover provided by the above benefits will continue to apply as normal.

Application process

The following document must be provided to the student for information. It contains information similar to what is normally included in a quote:

- Sanlam Graduate Student Package Key Features and Disclosure document (AEB2152)

Then the following electronically fillable forms must be completed, signed by the student and submitted:

- Sanlam Graduate Student Package Application Cover Page (AEB2151)
- Sanlam Graduate Student Package Application Form (AEB2153)

A SanQuote quotation will not be required. The Key Features and Disclosure document together with the Application Cover Page above will form the product quotation.

Underwriting

The following will be required for underwriting :

- A short list of health questions and a Covid questionnaire.
- Cotinine tests for non-smoker applicants and HIV tests for all applicants.
- Further information or tests could be required based on the answers to the health or lifestyle questions.

Payments

The initial recurring payment for the package will depend only on smoker status, gender and the option selected.

Alterations

The following alterations will be available while the student is still studying:

- Changing from Option A to Option B. (Subject to underwriting)
- Adding of other benefits available to student lives, subject to normal underwriting rules for students.

For example:

- Adding the Funeral Expenses benefit for extended family
- Adding Cashback
- Adding the Wealth Bonus Early Access Option
- Adding the Cancer benefit

Other alterations normally available for students, like:

- Increasing cover*, subject to normal student limits, and
- Decreasing cover

**While the student is still studying the Comprehensive Disability Plus benefit cannot be increased other than changing from Option A to Option B.*

Once the student starts working full alteration capability will be possible, for example:

- Increasing the Comprehensive Disability Plus benefit and adding Income Protection benefits, in line with the life insured's starting salary.
- Increasing severe illness cover in line with increased affordability.

Upgrade Offer

Once the student starts working they will be able to make use of an upgrade offer, exclusively available to Graduate Student Package clients, to increase or add cover with a simplified medical underwriting process.

For more information on the upgrade offer please refer to the FlashFact on Sanport.

Wealth Bonus and Wealth Bonus Booster

The student packages includes Wealth Bonus, and once the student starts working they can qualify for Wealth Bonus Booster if they also take out a qualifying retirement annuity and meet the relevant minimum payment criteria.

Refer to the relevant Wealth Bonus and Wealth Bonus Booster chapter in this Technical Guide for more information.

Professional Student Package

The Professional Student Package is a package specifically designed for professional students. It is available under the Premier product option of our Topcover and Income Protector products.

Description

The Professional Student Package is a package which provides professional students with comprehensive cover. It is offered to students from their 2nd academic year, who are studying toward a National Qualifications Framework (NQF) level 8 or higher qualification. The benefits that form part of this package will remain suitable when they commence employment.

There are 2 options available to provide for different levels of cover and affordability.

Products

Topcover for Professionals (T02W), and
Income Protector for Professionals (T03W)

Product Option

Premier

Guarantee Period

5 years

Payment Pattern

Age-related with CPI cover growth.

Qualifying lives

In order to qualify for the Professional Student Package the student must:

- not yet have a Sanlam Student Package and
- be younger than 30 and
- be a full-time student in at least their 2nd academic year, studying toward an NQF level 8 or higher qualification*, majoring in one of the qualifying fields of study.

**A National Qualifications Framework (NQF) Level 8 qualification. A student progresses to a next academic year when they successfully pass a tertiary study year.*

Qualifying Fields of Study

Students have to major in one of the following fields of study:

- Accountancy
- Actuarial Science
- Architecture
- Commerce
- Dentistry
- Economics
- Engineering
- Information/Computer Technology
- Land Surveying
- Law
- Mathematics
- Medicine
- Occupational Therapy
- Optometry
- Pharmacy
- Physiotherapy
- Psychology
- Statistics
- Veterinary Science

Please note, the course or qualification cannot merely include subjects related to the above field. The above field of study should be what the student is majoring in.

What benefits and cover amounts are included in the package?

The Professional Student Package consists of 2 options and the student will be able to choose either option A or option B. For each option 2 plans will be issued, a Topcover for Professionals (T02W) plan and an Income Protector for Professionals (T03W) plan. Each option will provide a pre-selected set of benefits with an initial recurring payment depending only on gender and smoker status.

The following parameters will be applicable to the benefits:

- The Sickness Income Plus benefit will have a 7 day waiting period, and 24 month payment period.
- The Sickness Income Plus benefit and the Hospital Protector rider benefit will have a cease age of 70 age next birthday.
- The Extended Income Plus and lumpsum benefits will be whole of life.

The table below illustrates the benefits and cover amounts for the 2 options:

Benefit	Cover amounts	
	Option A	Option B
Income Benefits		
Sickness Income Plus (IS5)	R3 000 pm	R5 000 pm
Hospital Protector	R3 000 pm	R5 000 pm
Extended Income Plus (OIO6)	R3 000 pm	R5 000 pm
Lump Sum Benefits		
Death (DS)	R300 000	R400 000
Comprehensive Disability Plus (Accelerator) (CAR4)	R300 000	R400 000
Comprehensive Severe Illness (Standalone) (TSW3)	R200 000	R300 000

Client roles

The following will apply to both plans:

- The plan-holder and the life insured must be the same person (the student).
- The payer of the plan need not be the plan-holder.
- The plan-holder may nominate beneficiaries for the Death benefit.

What cover is provided while the student is studying?

Sickness Income Plus

Impairment cover

This cover applies from the start.

Hospital Protector

This cover applies from the start.

Sick leave cover

Sick leave cover applies from the 4th academic year. Sick leave is a medically recommended period of time during which the life insured, as a result of a bodily injury, illness or other cause or condition necessitating medical or dental treatment, is totally and continuously unable to engage in his or her studies, including during a holiday period while still enrolled in his or her studies.

Extended sick leave cover

If the life insured successfully completes his or her studies, but does not yet start working, we will continue to cover him or her for sick leave as if he or she is still a student, for up to 12 months from the date he or she stopped studying.

Extended Income Plus

Impairment Cover

This cover applies from the start.

Occupational disability cover

Occupational disability income cover applies from the 4th academic year. A benefit may be claimed if the life insured becomes disabled to the extent that he or she will be totally and permanently unable to fulfil the occupational demands of an occupation we may reasonably expect him or her to have practised, had they not become disabled and had they completed their studies.

Extended occupational disability cover

If the life insured successfully completes his or her studies, but does not yet start working, we will continue to cover him or her for occupational disability as if he or she is still a student, for up to 12 months from the date he or she stopped studying.

Built-in Future Cover for Young Lives

This will apply if the benefit was granted without medical loadings or exclusions.

Comprehensive Disability Plus**Defined permanent impairment and accidental claim events**

Apply from the start.

Temporary Incapacity Cover for Accidental and Non-Accidental Causes

This cover applies from the start.

Occupational disability cover

Occupational disability lump sum cover applies from the 3rd academic year. This covers disability to the extent that the life insured is totally and permanently unable to fulfil the occupational demands of an occupation we may reasonably expect him or her to have practised, had they not become disabled and had they completed their studies.

Extended occupational disability cover

If the life insured successfully completes his or her studies, but does not yet start working, we will continue to cover him or her for occupational disability as if he or she is still a student, for up to 12 months from the date he or she stopped studying.

Death

Death cover applies from the start.

Comprehensive Severe Illness

Severe illness cover applies from the start.

What cover is provided once the student starts working?

Once the life insured starts working, sick leave and occupational disability cover will apply as for any other working client. Other cover provided by the above benefits will continue to apply as normal.

For additional information on all the benefits mentioned above please see the relevant chapters in this Technical Guide.

Application process

The following document must be provided to the student for information. It contains information similar to what is normally included in a quote:

- Sanlam Professional Student Package Key Features and Disclosure document (AEB2149)

Then the following electronically fillable forms must be completed, signed by the student and submitted:

- Sanlam Professional Student Package Application Cover Page (AEB2148)
- Sanlam Professional Student Package Application Form (AEB2150)

A SanQuote quotation will not be required. The Key Features and Disclosure document together with the Application Cover Page above will form the product quotation.

Underwriting

The following will be required for underwriting :

- A short list of health questions and a Covid questionnaire.
- Cotinine tests for non-smoker applicants and random HIV tests for all applicants.

Further information or tests could be required based on the answers to the health or lifestyle questions.

Payments

The initial recurring payment for the package will depend only on smoker status, gender and the option selected.

Alterations

The following alterations will be available while the student is still studying:

- Changing from Option A to Option B (Subject to underwriting)
- Adding of other benefits available to student lives, subject to normal underwriting rules for students.

For example:

- Adding the Funeral Expenses benefit for extended family
- Adding Cashback
- Adding the Wealth Bonus Early Access Option
- Adding accidental cover
- Adding additional layers of severe illness cover, like Comprehensive Severe Illness Plus benefit or the Cancer Benefit

Other alterations normally available for students, like increasing* or decreasing cover, subject to normal student limits.

**While the student is still studying the Sickness Income Plus and the Extended Income Plus benefits cannot be increased other than changing from Option A to Option B.*

Once the student starts working full alteration capability will be possible, for example:

- Increasing the Sickness Income Plus, Extended Income Plus and Comprehensive Disability Plus benefits in line with the client's starting salary.
- Increasing severe illness cover in line with increased affordability.

Upgrade Offer

Once the student starts working they will be able to make use of an upgrade offer, exclusively available to Graduate Student Package clients, to increase or add cover with a simplified medical underwriting process.

For more information on the upgrade offer please refer to the FlashFact on Sanport.

Wealth Bonus and Wealth Bonus Booster

The student packages includes Wealth Bonus, and once the student starts working they can qualify for Wealth Bonus Booster if they also take out a qualifying retirement annuity and meet the relevant minimum payment criteria.

Refer to the relevant Wealth Bonus and Wealth Bonus Booster chapter in this Technical Guide for more information.