

Please note that the factsheet *A better fit – improved insurance in Corporate Super* explains changes and improvements made in July 2007.

Subsequent changes and improvements include:

- Eligible members can now apply to transfer insurance cover they have in other super funds into the Aon Master Trust, with no health evidence required. This includes cover for death, total and permanent disablement and income protection. For eligibility and other conditions, see the [Individual insurance transfer questionnaire](#).
- 5% more cover from 1 July 2008 – the Aon Master Trust's minimum level of default cover will increase from \$200,000 to \$210,000 to age 42 reducing to nil at age 65. See the May 2008 issue of [Directions](#).
- The definition of total disability has been revised to extend 'own occupation' to long-term income protection cover. This revision takes effect from 1 July 2008 and will ensure that the same criteria apply through all benefit periods.

Note also that from 1 July 2008, members will have the option to make binding death benefit nominations. See the May 2008 issue of [Directions](#).

May 2008

A better fit – improved insurance in Corporate Super

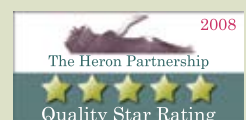
A number of improvements and changes are being made to insurance cover for members of Aon Master Trust Corporate Super – delivering valuable, easy-to-access insurance cover at competitive rates.

This factsheet applies to Corporate Super members covered by the standard AIG policy.

Key points

- **\$200,000 minimum default cover for eligible members¹ for death and total and permanent disablement (TPD)**
 - *members can opt out of the minimum cover at any time.*
- **Discounted premiums.**
- **New option to apply for TPD cover that is higher than death cover.**
- **All part-timers are automatically covered for TPD (in addition to existing death cover) regardless of hours worked.**
- **Automatic continuation of TPD cover on transfer to Aon Master Trust Personal Super.**
- **Improved terms for income protection cover:**
 - *new option to take out long-term cover*
 - *discounted premiums for short-term (two-year) cover*
 - *new option to take out income protection cover without death cover*
 - *new option to transfer cover to Personal Super.*

¹ Minimum cover reduces from \$200,000 at age 42 to nil at age 65. Eligible members exclude TPD claimants, defined benefit members, members who have had cover reduced or declined by the insurer, who are covered by a non-AIG policy, who do not meet 'At Work' requirements, who are in uninsurable occupations, or whose employer meets the cost of insurance, and may exclude members whose employer or adviser has negotiated other insurance arrangements.



These improvements and changes result from a recent insurance review where the trustee focused on:

- insurance benefits, rates and policies compared with the market and industry standards
- members' needs in light of the high level of underinsurance in the community
- new legislative requirements and changes in tax laws.

The improvements include discounted premiums and insurance cover of at least \$200,000 for all eligible Corporate Super members¹. This allows members to automatically have a minimum, but reasonable, level of cover at value-for-money rates, and is a big improvement for members with very little or no cover at all.

At \$200,000, the Aon Master Trust minimum is significantly higher than the \$50,000 required by law from 1 July 2008² and will be introduced, along with other improvements, from 1 July 2007. The Aon Master Trust is ahead of the requirement in terms of time and level of cover.

This factsheet provides more detail about these, and other insurance improvements and changes.

¹ Minimum cover reduces from \$200,000 at age 42 to nil at age 65. Eligible members exclude TPD claimants, defined benefit members, members who have had cover reduced or declined by the insurer, who are covered by a non-AIG policy, who do not meet 'At Work' requirements, who are in uninsurable occupations, or whose employer meets the cost of insurance, and may exclude members whose employer or adviser has negotiated other insurance arrangements.

² From 1 July 2008, default funds selected by the employer will be required to provide a minimum death-only default cover of \$50,000 or the amount of cover that can be provided at a unit cost of 50 cents per week.

Death and total and permanent disablement (TPD) cover

Minimum cover

From 1 July 2007, eligible Corporate Super members will have a \$200,000 minimum default level of cover for death and TPD. This minimum cover is age-based (it reduces from age 42) and discounted premium rates will apply.

Members who currently have less than the minimum cover will have top-up cover applied to bring them up to the minimum, and no health evidence is required for this additional cover.

Member's choice

Existing members at 30 June 2007 will have a one-month period in which they can choose to opt out of the minimum cover or select a lower level of cover. We will be writing to all existing, eligible members in July to explain the minimum cover and their options. Choices will be backdated to 1 July 2007.

Ongoing, members can choose to opt out of their minimum cover or select a lower level of cover at any time.

Please note that if a member opts out of minimum cover or selects a lower level of cover, this may affect their access to higher levels of cover in the future.

Reduces from age 42

The minimum will reduce by \$12,000 a year between ages 42 and 55, and will then taper smoothly to nil at age 65.

Members who don't want their minimum cover to reduce after age 42 can maintain their cover at any age after age 42, but the premiums will increase each year.

Cost of living increases

The minimum will be increased each year by 5% or in line with CPI (the Consumer Price Index) – whichever is higher. This will ensure that the minimum level of cover keeps pace with the cost of living and member needs.

Discounted premiums

The trustee has negotiated discounted premium rates for insurance cover from 1 July 2007. For death and TPD cover, the discount ranges from a minimum of 10% on current rates, to over 40% depending on the member's age and occupation. The actual premium cost for every \$1,000 of cover will be lower, compared with existing rates, for every member. A member's total premium will depend on the level of cover they have.

TPD cover higher than death cover

From 1 July 2007, members can apply to have cover for TPD that is higher than their death cover. TPD cover is subject to a maximum of twice the death cover, with a maximum difference between TPD and death cover of \$100,000. Medical evidence may be required. The member will pay an additional 20% on the premium rate applying to the amount of TPD cover over the death cover amount.

TPD cover for all part-timers

Members who work less than 15 hours a week currently have death-only cover but no cover for TPD. Under the new insurance arrangements, they will be automatically covered for TPD as well as for death. If they become totally and permanently disabled and make a claim, the insurer will require them to satisfy the conditions set out in the [Activities of daily living definition](#).

Higher Automatic Acceptance Levels (AALs)

An AAL is the amount of cover that applies without a member having to provide evidence of good health to the insurer (subject to certain conditions). AALs apply to most Aon Master Trust Corporate Super members (members can check their *Product Disclosure Statement*) and, depending on employer plan membership, may increase from 1 July 2007. Members whose cover increases as a result of a salary review could benefit from any [higher AALs](#).

No tapering of TPD cover between ages 60 and 65

Currently, once a member reaches age 60, their TPD cover reduces gradually to nil at age 65. From 1 July 2007, this reduction will no longer apply where a member has a fixed level or dollar amount of TPD cover (eg 3 x salary or \$300,000).

Easier paperwork

If the insurer asks a member to provide health evidence, they currently need to complete either a short-form health declaration (for insured amounts up to \$400,000) or a much longer health declaration (for higher amounts). From 1 July 2007 a short-form declaration will be used for insured amounts up to \$500,000.

Automatic transfer of TPD cover to Personal Super

If a member transfers to Personal Super before 1 July 2007, their death (but not TPD) cover will continue automatically. If they transfer on or after 1 July 2007 and are under age 60 on transfer, their TPD cover will also continue automatically. Please note that if the member does not provide us with their occupation details on transfer, they will be rated 'Heavy blue collar' and will pay the higher premium rates until they advise us otherwise. Members can update their occupation at any time.

Improved terms for continuation of cover

Members who are under a certain age and who leave their employer have the option (subject to certain other conditions) to continue their death and TPD cover by taking out a personal policy with the insurer. The age limits for this option will increase from 1 July 2007 as follows:

- Death cover: from age 60 to age 65
- TPD cover: from age 55 to age 60.

Income protection cover

Long-term income protection

The Aon Master Trust currently offers short-term income protection (also known as salary continuance) cover that provides members with an income if they are totally disabled, for up to two years. While this option will continue after 1 July 2007, members will be able to apply for long-term income protection that will provide an income for up to five years, or to age 65, as long as they satisfy the [definition](#) for long-term disability. [Premiums](#) are competitive and generally cheaper than retail.

Discounted premiums for short-term income protection

From 1 July 2007, a discount of 12.5% (on existing rates) will apply to [premium rates](#) for short-term income protection cover.

Income protection cover without death cover

Currently, members must have death cover if they wish to apply for income protection. From 1 July 2007, they will be able to apply for income protection cover without having death cover.

Cover extended to 60 days

As noted in the *Product Disclosure Statement*, income protection cover will cease on the earliest of a number of events happening, one of which is 30 days after premium payments cease. From 1 July 2007, this will be extended to 60 days.

Transfer of cover to Personal Super

If a member transfers to Personal Super before 1 July 2007, their income protection cover will cease. If they transfer on or after 1 July 2007 and are under age 60 on transfer, they can apply to continue their income protection cover but they must do so within 60 days after transferring. They must also confirm their occupation, their continuing employment and that they meet minimum work hours.

The right price depends on what the member does

Premium rates for insurance cover take account of the type of work the member does, with lower rates for 'professional' and 'white collar' workers with non-manual, office duties and higher rates for 'blue' and 'heavy blue collar' workers who include those with manual duties and tradespeople.

If we have not been advised of a member's occupation, they will be rated according to the employer plan default (if any). If there is no employer plan default they will be rated 'blue collar'.

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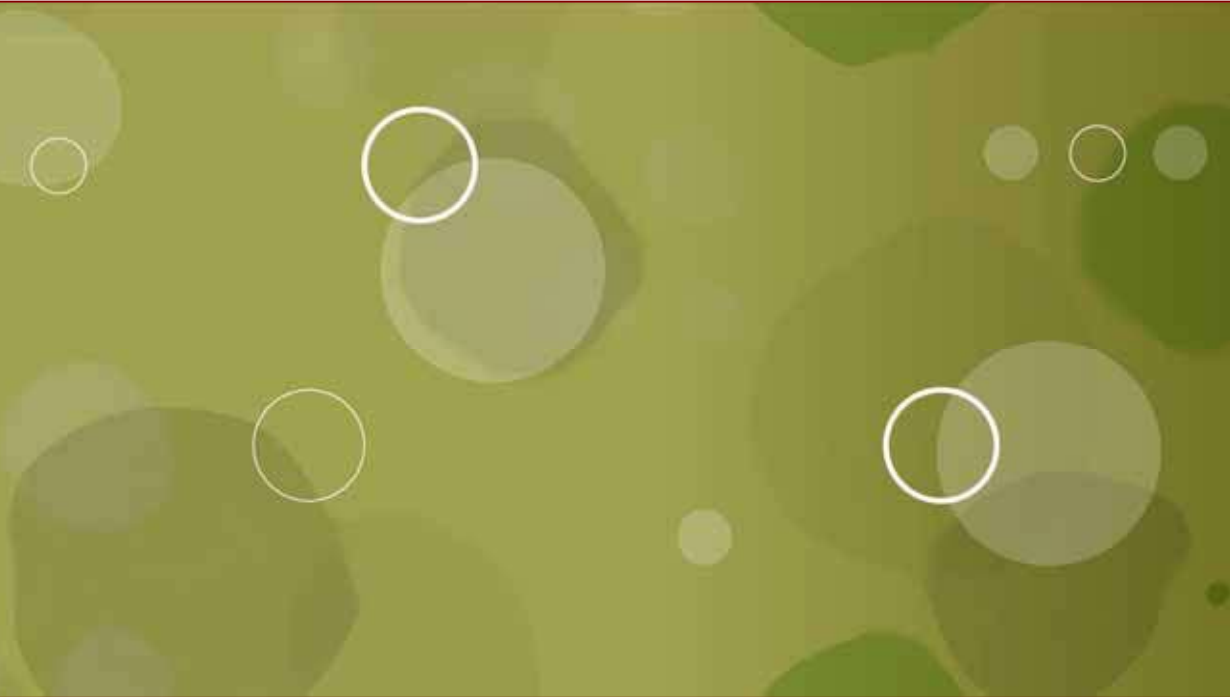
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January 2008



Corporate Super

Insurance scales, rates & definitions

Prepared by
Aon Consulting Pty Limited and AIG Life

Effective 1 July 2007
(updated 18 July 2007)



Important information

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Unless otherwise stated, the information in this document applies to Corporate Super members who are covered by the standard AIG insurance policy.

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The Aon Master Trust is a complying regulated fund within the meaning of the Superannuation Industry (Supervision) Act 1993. Being a complying fund means that we can accept Superannuation (SG) contributions and rollovers from other complying funds. It also means that concessional tax treatment applies to the trust.

Contents

1. Death and total and permanent disablement	3
1.1 Minimum cover age-based scale.....	3
1.2 Premium rates for death and TPD.....	4
1.3 Occupation classes and factors for death and TPD.....	5
1.4 Automatic acceptance levels (AALs) for death and TPD	6
1.5 Standard TPD definition	7
1.6 'Activities of daily living' TPD definition	8
2. Income protection	9
2.1 Premium rates – short-term income protection	9
2.2 Premium rates – long-term income protection	11
2.3 Occupation classes and factors for income protection.....	14
2.4 Automatic acceptance levels (AALs) for income protection.....	15
2.5 Total disability definition for income protection	16

1. Death and total and permanent disablement

1.1 Minimum cover age-based scale

Age	Minimum death and TPD cover
Up to 42	\$200,000
43	\$188,000
44	\$176,000
45	\$164,000
46	\$152,000
47	\$140,000
48	\$128,000
49	\$116,000
50	\$104,000
51	\$92,000
52	\$80,000
53	\$68,000
54	\$56,000
55	\$44,000
56	\$39,600
57	\$35,200
58	\$30,800
59	\$26,400
60	\$22,000
61	\$17,600
62	\$13,200
63	\$8,800
64	\$4,400
65	\$0

Minimum cover for death and total and permanent disablement (TPD) applies only to eligible Corporate Super members.

Eligible members exclude:

- TPD claimants
- defined benefit members
- members who have had cover reduced or declined by the insurer
- members who are covered by a non-AIG policy
- members who do not meet 'At Work' requirements
- members who are in uninsurable occupations, or
- members whose employer meets the cost of insurance

and may exclude members whose employer or adviser has negotiated other insurance arrangements.

1.2 Premium rates for death and TPD

The cost of your insurance depends on the annual premium rate for your age and the type of cover you have, the amount of your cover, and your occupation factor (see next page).

The annual premium rates shown below are:

- per \$1,000 of cover
- inclusive of stamp duty and 30% brokerage.

Age next birthday	Death	TPD	Age next birthday	Death	TPD
16	0.22	0.10	45	1.10	0.47
17	0.31	0.11	46	1.22	0.57
18	0.39	0.14	47	1.35	0.69
19	0.48	0.17	48	1.52	0.82
20	0.50	0.21	49	1.69	0.97
21	0.54	0.20	50	1.91	1.14
22	0.51	0.19	51	2.13	1.34
23	0.46	0.18	52	2.37	1.61
24	0.41	0.16	53	2.65	1.94
25	0.38	0.14	54	2.96	2.30
26	0.36	0.14	55	3.29	2.73
27	0.37	0.13	56	3.61	3.23
28	0.38	0.13	57	3.97	3.78
29	0.38	0.14	58	4.43	4.34
30	0.39	0.15	59	4.92	4.96
31	0.41	0.14	60	5.44	5.65
32	0.42	0.15	61	6.02	6.41
33	0.44	0.17	62	6.64	7.26
34	0.45	0.18	63	7.30	8.21
35	0.50	0.17	64	8.04	9.25
36	0.51	0.18	65	8.81	10.42
37	0.53	0.21	66	10.53	N/a
38	0.58	0.22	67	11.79	N/a
39	0.63	0.23	68	13.21	N/a
40	0.68	0.26	69	14.79	N/a
41	0.73	0.29	70	16.57	N/a
42	0.82	0.32			
43	0.89	0.36			
44	0.99	0.41			

1.3 Occupation classes and factors for death and TPD

Occupations are broadly categorised according to the table below.

Occupation class	Description	Factor	
		Death	TPD
Class 1: Professional	Professionals, executives and senior management with tertiary qualifications and high incomes such as CEO, CFO, CPA accountant, lawyer, doctor, pharmacist, etc.	0.90	0.85
Class 2: White collar	Occupations that are office based with no manual work, e.g. clerical roles, professional or administrative roles such as architect, accountant, computer analyst, lecturer, social worker, administrator, clerk, etc.	1.00	1.00
Class 3: Grey collar	Occupations which are primarily non-manual but may involve light manual duties only, such as hairdresser, shop assistant, florist, cashier, tailor, etc.	1.25	1.50
Class 4: Blue collar	Occupations that involve a moderate degree of manual work, or recognised qualified trades, such as baker, gasfitter, electrician, mechanic, printer, signwriter, greengrocer, etc.	1.50	2.00
Class 5: Heavy blue collar	Heavy manual occupations or those with a degree of additional risk of disability, such as boilermaker, gardener, storeman, tyre fitter, welder, etc.	2.00	3.00
Collective	A common occupational rating applied to all members in a particular employer plan. This rate is determined by the insurer using a rating that represents the overall occupational profile of members in the employer plan.	As negotiated	

Depending on your actual occupational activities, you may not be eligible for insurance. This is at the insurer's discretion.

Calculating your annual premium

Your annual premium equals:

$$\frac{\text{Amount of cover}}{\$1,000} \times \text{annual premium rate (see page 4)} \times \text{occupation factor}$$

Example: Let's say you have \$200,000 of death and TPD cover, you'll be 42 next birthday and you are heavy blue collar. Your annual premium is:

$$\text{Death cover: } \frac{\$200,000}{\$1,000} \times \$0.82 \times 2.00 = \$328$$

$$\text{TPD cover: } \frac{\$200,000}{\$1,000} \times \$0.32 \times 3.00 = \$192$$

$$\text{Total annual premium} \quad \mathbf{\$520}$$

1.4 Automatic acceptance levels (AALs) for death and TPD

An AAL is an amount of cover that applies without evidence of good health, and depends on the number of lives insured in your employer plan.

A number of conditions must be satisfied for an AAL to apply. See your *Product Disclosure Statement* for details of these conditions.

No. of lives insured	Automatic acceptance level
5 – 9	\$200,000 (default minimum)
10 – 19	\$300,000
20 – 49	\$400,000
50 – 99	\$550,000
100 - 199	\$650,000
200 - 249	\$750,000
250 – 499	\$800,000
500 – 999	\$900,000
1,000 +	\$1,100,000

1.5 Standard TPD definition

The definition depends on your employment status at the time you stopped work due to an illness or injury.

If you were working 15 hours or more per week when you stopped work due to an illness or injury, you are considered totally and permanently disabled if while insured under the policy:

- you have been unable to perform your usual occupation due to that illness or injury for six consecutive months, and the insurer and the trustee are satisfied by medical and any other relevant evidence that you are unlikely to ever be able to return to your usual occupation or any occupation for which you are reasonably suited by education, training or experience

OR

- you have suffered the permanent loss of use of two limbs, or the permanent loss of sight of both eyes, or the permanent loss of use of one limb and permanent loss of sight of one eye.

If you were working less than 15 hours per week when you stopped work due to an illness or injury, you are considered totally and permanently disabled if while insured under the policy:

- for six consecutive months after the occurrence of the illness or injury, and as certified by a medical practitioner, you have been unable to perform at least two of the following activities of daily living* without the standby assistance of another person: bathing, dressing, eating, toileting, transferring in and out of a chair

OR

- you have suffered the permanent loss of use of two limbs, or the permanent loss of sight of both eyes, or the permanent loss of use of one limb and permanent loss of sight of one eye.

* The full 'Activities of daily living' definition' is shown on the next page.

1.6 'Activities of daily living' TPD definition

Note: this definition applies if you work less than 15 hours a week.

In the opinion of AIG Life, the insured member is deemed to be totally and permanently disabled if he or she:

- a) For a period of six (6) consecutive months after the occurrence of the injury, sickness or disease, is continuously, totally and permanently unable to perform at least two (2) of the following activities of daily living as certified by a Medical Practitioner:
- **Bathing:** the ability to wash themselves either in the bath or shower or by sponge bath without the standby assistance of another person;
 - **Dressing:** the ability to put on and take off all garments and medically necessary braces or artificial limbs usually worn, and to fasten and unfasten them without the standby assistance of another person;
 - **Eating:** the ability to feed themselves once food has been prepared and made available, without the standby assistance of another person;
 - **Toileting:** the ability to get to and from and on and off the toilet without the standby assistance of another person and the ability to manage bowel and bladder functions through the use of protective undergarments or surgical appliances, if appropriate;
 - **Transferring:** the ability to move in and out of a chair without the standby assistance of another person.

OR

- b) Whilst insured under this policy, suffered the permanent loss of use of two limbs, or the permanent loss of the sight of both eyes, or the permanent loss of use of one limb and the permanent loss of sight of one eye (where limb is defined as the whole hand or whole foot).

* Only one benefit is payable

2. Income protection

2.1 Premium rates – short-term income protection

The cost of your insurance depends on the annual premium rate for your age, the amount of the benefit, the waiting period you have chosen and your occupation factor (see page 14).

The annual premium rates shown on the following pages are:

- per \$100 of monthly benefit
- inclusive of stamp duty and 30% brokerage.

Premium rates for short-term income protection – benefit period up to two years

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	3.91	2.63	1.34	5.86	3.95	2.00
17	3.91	2.63	1.34	5.86	3.95	2.00
18	3.91	2.63	1.34	5.86	3.95	2.00
19	3.91	2.63	1.34	5.86	3.95	2.00
20	3.91	2.63	1.34	5.86	3.95	2.00
21	3.91	2.63	1.34	5.86	3.95	2.00
22	3.97	2.65	1.34	5.95	3.97	2.00
23	4.02	2.68	1.36	6.03	4.02	2.04
24	4.08	2.73	1.37	6.12	4.10	2.06
25	4.14	2.77	1.37	6.21	4.15	2.06
26	4.11	2.73	1.34	6.17	4.10	2.00
27	4.02	2.73	1.28	6.03	4.10	1.91
28	3.98	2.60	1.23	5.97	3.90	1.84
29	3.98	2.57	1.18	5.97	3.86	1.77
30	4.01	2.60	1.17	6.01	3.90	1.75
31	4.08	2.61	1.17	6.12	3.92	1.75
32	4.17	2.67	1.17	6.26	4.01	1.75
33	4.31	2.77	1.20	6.46	4.15	1.80
34	4.47	2.86	1.24	6.71	4.29	1.86
35	4.68	2.98	1.30	7.02	4.47	1.95
36	4.91	3.14	1.37	7.36	4.71	2.06
37	5.15	3.31	1.47	7.72	4.96	2.20
38	5.45	3.50	1.56	8.17	5.25	2.35
39	5.75	3.72	1.70	8.62	5.58	2.54
40	6.11	3.97	1.84	9.17	5.95	2.76
41	6.48	4.25	2.01	9.73	6.37	3.01
42	6.92	4.57	2.21	10.37	6.86	3.32
43	7.37	4.91	2.44	11.06	7.36	3.66
44	7.85	5.28	2.71	11.78	7.92	4.06
45	8.40	5.69	3.01	12.59	8.53	4.51
46	8.99	6.17	3.34	13.48	9.26	5.02
47	9.60	6.68	3.74	14.40	10.01	5.61

Continued...

**Premium rates for short-term income protection
– benefit period up to two years (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
48	10.30	7.24	4.17	15.44	10.86	6.26
49	11.05	7.88	4.68	16.58	11.82	7.02
50	11.88	8.55	5.24	17.83	12.83	7.87
51	12.76	9.32	5.88	19.14	13.98	8.82
52	13.76	10.16	6.59	20.64	15.25	9.89
53	14.83	11.10	7.41	22.25	16.65	11.11
54	16.00	12.14	8.29	24.00	18.21	12.43
55	17.30	13.30	9.30	25.95	19.96	13.95
56	18.72	14.57	10.43	28.08	21.85	15.64
57	20.06	15.97	11.69	30.10	23.96	17.54
58	21.99	17.54	13.09	32.98	26.31	19.63
59	23.89	19.27	14.64	35.83	28.91	21.96
60	25.97	21.18	16.37	38.96	31.77	24.56
61	28.27	23.29	18.31	42.40	34.93	27.46
62	30.81	25.62	20.42	46.21	38.43	30.64
63	30.81	24.88	19.27	46.21	37.31	28.91
64	19.38	16.48	11.19	29.07	24.72	16.78
65	7.59	5.15	2.71	11.39	7.72	4.06

2.2 Premium rates – long-term income protection

The cost of your insurance depends on the annual premium rate for your age, the amount of the benefit, the waiting period you have chosen, your gender and your occupation factor (see page 14).

The annual premium rates shown on the following pages are:

- per \$100 of monthly benefit
- inclusive of stamp duty and 30% brokerage.

Premium rates for long-term income protection – benefit period up to five years

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	5.66	4.52	2.65	7.95	6.31	3.01
17	5.66	4.52	2.65	7.95	6.31	3.01
18	5.66	4.52	2.65	7.95	6.31	3.01
19	5.66	4.52	2.65	7.95	6.31	3.01
20	5.66	4.52	2.65	7.95	6.31	3.01
21	5.66	4.52	2.65	7.95	6.31	3.01
22	5.56	4.45	2.53	8.07	6.39	3.04
23	5.48	4.38	2.43	8.18	6.49	3.07
24	5.41	4.33	2.34	8.30	6.58	3.10
25	5.36	4.29	2.27	8.43	6.67	3.14
26	5.32	4.26	2.20	8.55	6.77	3.17
27	5.37	4.30	2.17	8.79	6.96	3.33
28	5.46	4.37	2.16	9.11	7.21	3.46
29	5.59	4.47	2.16	9.52	7.52	3.58
30	5.78	4.62	2.18	10.02	7.91	3.70
31	6.01	4.79	2.22	10.60	8.36	3.82
32	6.28	5.01	2.28	11.26	8.87	3.96
33	6.60	5.26	2.35	12.01	9.45	4.12
34	6.97	5.55	2.44	12.85	10.10	4.31
35	7.39	5.87	2.55	13.78	10.82	4.53
36	7.86	6.24	2.68	14.80	11.61	4.80
37	8.39	6.64	2.83	15.91	12.47	5.13
38	8.97	7.09	3.02	17.11	13.41	5.53
39	9.61	7.59	3.23	18.42	14.42	6.00
40	10.31	8.14	3.49	19.82	15.51	6.55
41	11.08	8.73	3.78	21.33	16.67	7.20
42	11.93	9.39	4.13	22.94	17.92	7.95
43	12.85	10.11	4.53	24.67	19.26	8.82
44	13.86	10.89	4.99	26.51	20.68	9.81
45	14.96	11.74	5.53	28.47	22.20	10.93
46	16.17	12.68	6.15	30.56	23.82	12.19
47	17.48	13.70	6.86	32.78	25.53	13.60
48	18.92	14.81	7.68	35.15	27.36	15.16
49	20.50	16.03	8.62	37.67	29.30	16.87
50	22.22	17.36	9.69	40.35	31.38	18.74
51	24.10	18.82	10.91	43.22	33.59	20.77

Continued...

**Premium rates for long-term income protection
– benefit period up to five years (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
52	26.18	20.43	12.29	46.29	35.95	22.96
53	28.46	22.19	13.86	49.58	38.49	25.30
54	30.97	24.13	15.62	53.12	41.22	27.80
55	33.75	26.28	17.60	56.96	44.17	30.44
56	36.83	28.65	19.83	61.12	47.37	33.23
57	40.25	31.30	22.32	65.67	50.86	36.14
58	44.07	34.24	25.10	70.65	54.69	39.19
59	48.35	37.54	28.20	76.16	58.92	42.35
60	53.16	41.25	31.65	82.28	63.61	45.62
61	55.32	42.91	32.65	83.81	64.78	44.80
62	54.00	41.89	31.66	80.05	61.90	41.27
63	50.28	39.03	28.80	73.24	56.67	35.74
64	41.99	32.64	22.59	60.81	47.13	27.15
65	22.13	17.29	8.12	32.42	25.25	9.64

**Premium rates for long-term income protection
– benefit period up to age 65**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
16	7.17	5.88	5.33	11.13	9.05	6.80
17	7.17	5.88	5.33	11.13	9.05	6.80
18	7.17	5.88	5.33	11.13	9.05	6.80
19	7.17	5.88	5.33	11.13	9.05	6.80
20	7.17	5.88	5.33	11.13	9.05	6.80
21	7.17	5.88	5.33	11.13	9.05	6.80
22	7.11	5.83	5.13	11.41	9.27	6.95
23	7.07	5.80	4.96	11.69	9.49	7.09
24	7.04	5.78	4.81	11.98	9.73	7.25
25	7.04	5.78	4.68	12.29	9.97	7.40
26	7.07	5.80	4.58	12.60	10.22	7.56
27	7.20	5.91	4.55	13.09	10.61	8.04
28	7.41	6.07	4.57	13.74	11.13	8.48
29	7.69	6.30	4.63	14.54	11.77	8.91
30	8.06	6.59	4.73	15.52	12.55	9.34
31	8.50	6.95	4.88	16.66	13.46	9.80
32	9.03	7.37	5.07	17.98	14.52	10.32
33	9.64	7.86	5.32	19.49	15.72	10.90
34	10.35	8.42	5.61	21.18	17.07	11.59
35	11.15	9.07	5.97	23.07	18.57	12.40
36	12.06	9.79	6.39	25.16	20.24	13.36
37	13.07	10.59	6.89	27.45	22.06	14.50
38	14.18	11.48	7.47	29.94	24.05	15.86
39	15.41	12.47	8.14	32.63	26.19	17.45
40	16.76	13.54	8.92	35.52	28.49	19.31
41	18.22	14.71	9.83	38.59	30.93	21.46
42	19.81	15.98	10.87	41.84	33.51	23.91
43	21.52	17.34	12.06	45.25	36.22	26.70

Continued...

**Premium rates for long-term income protection
– benefit period up to age 65 (continued)**

Age next birthday	Waiting period					
	30 days	60 days	90 days	30 days	60 days	90 days
	Male			Female		
44	23.36	18.80	13.41	48.79	39.04	29.81
45	25.31	20.36	14.95	52.46	41.95	33.25
46	27.39	22.02	16.68	56.22	44.93	37.00
47	29.58	23.76	18.63	60.05	47.97	41.04
48	31.89	25.60	20.79	63.91	51.02	45.33
49	34.31	27.53	23.19	67.77	54.08	49.82
50	36.83	29.53	25.81	71.60	57.11	54.44
51	39.43	31.60	28.65	75.36	60.09	59.11
52	42.13	33.74	31.72	79.02	62.98	63.74
53	44.89	35.94	34.98	82.54	65.76	68.24
54	47.71	38.18	38.41	85.89	68.40	72.48
55	50.59	40.46	41.99	89.02	70.88	76.35
56	53.48	42.76	45.65	91.89	73.14	79.70
57	56.24	44.95	49.21	94.26	75.01	82.25
58	58.74	46.93	52.48	95.97	76.35	83.72
59	60.78	48.55	55.19	96.78	76.99	83.85
60	62.11	49.60	56.99	96.41	76.70	82.31
61	62.33	49.77	57.38	94.44	75.15	78.72
62	60.85	48.60	55.64	90.20	71.80	72.52
63	56.65	45.28	50.60	82.52	65.75	62.81
64	47.32	37.87	39.70	68.52	54.68	47.71
65	24.94	20.06	14.27	36.53	29.29	16.94

2.3 Occupation classes and factors for income protection

Occupations are broadly categorised according to the table below.

Occupation class	Description	Factor
Class 1: Professional	Professionals, executives and senior management with tertiary qualifications and high incomes such as CEO, CFO, CPA accountant, lawyer, doctor, pharmacist, etc.	0.90
Class 2: White collar	Occupations that are office based with no manual work, e.g. clerical roles, professional or administrative roles such as architect, accountant, computer analyst, lecturer, social worker, administrator, clerk, etc.	1.00
Class 3: Grey collar	Occupations which are primarily non-manual but may involve light manual duties only, such as hairdresser, shop assistant, florist, cashier, tailor, etc.	1.35
Class 4: Blue collar	Occupations that involve a moderate degree of manual work, or recognised qualified trades, such as baker, gasfitter, electrician, mechanic, printer, signwriter, greengrocer, etc.	1.75
Class 5: Heavy blue collar	Heavy manual occupations or those with a degree of additional risk of disability, such as boilermaker, gardener, storeman, tyre fitter, welder, etc.	3.00
Collective	A common occupational rating applied to all members in a particular employer plan. This rate is determined by the insurer using a rating that represents the overall occupational profile of members in the employer plan.	As negotiated

Depending on your actual occupational activities, you may not be eligible for insurance. This is at the insurer's discretion.

Calculating your premium

Your annual premium equals:

$$\frac{\text{Monthly benefit} \times \text{annual premium rate (see pages 9 to 13)} \times \text{occupation factor}}{\$100}$$

Example: Let's say you have chosen the long-term income protection with cover of up to five years. Your monthly benefit is \$1,800 and you have chosen a waiting period of 30 days. You are female, will be 40 next birthday and you are grey collar. Your annual premium is:

$$\frac{\$1,800 \times \$19.82 \times 1.35}{\$100} = \$481.63$$

2.4 Automatic acceptance levels (AALs) for income protection

An AAL is an amount of cover that applies without evidence of good health, and depends on the number of lives insured in your employer plan.

A number of conditions must be satisfied for an AAL to apply. See your *Product Disclosure Statement* for details of these conditions.

No. of lives insured	Automatic acceptance level
1 - 9	Nil
10 to 19	\$4,000
20 to 49	\$5,000
50 to 99	\$6,000
100 - 499	\$8,000
500 - 999	\$10,000
1,000 plus	\$12,000

2.5 Total disability definition for income protection

An income protection benefit is payable if you have been off work due to illness or injury on consecutive days for the entire waiting period and the insurer and trustee are satisfied by medical and any other relevant evidence that you:

- for the first two years, are unable to perform at least one important duty* of your usual occupation necessary to produce income, and
- for the balance of the benefit period (where the benefit period is longer than two years) you are unable to perform your usual occupation and any other occupation for which you are reasonably suited by reason of education, training or experience
- remain under the regular care and are following the advice of a registered medical practitioner in relation to that illness or injury, and
- are not engaged in any occupation (whether paid or unpaid).

* An 'important duty' is defined as one involving 20% or more of your overall occupation related tasks.

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