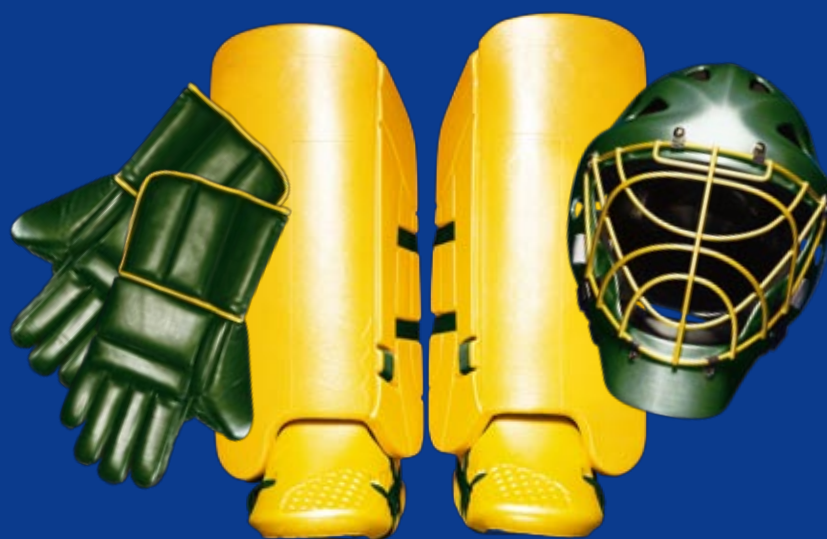




*Always a better way
to protect your clients.*



AXA's individual insurance solution upgrade

July 2008

AC&L



Official Partner 2008-2012



Always a better way to protect your clients.

Just as members of the Australian Olympic hockey team need the right amount of protection depending on each player's role in the team, your clients also need the right amount of protection depending on their personal circumstances.

As part of our continuous journey to improve AXA's individual insurance offer, this most recent upgrade will provide an even better way to protect your clients.

This year's suite of more than 20 separate product and pricing initiatives has been designed to provide your clients with more options, greater protection, broader coverage and better value for money than ever before.

Targeted towards placing AXA among Australia's top individual insurance providers, these initiatives are focussed on providing:

- consistent price positioning
- competitive pricing offering clients greater value for money
- competitive products with comprehensive definitions designed to offer more cover to more of your clients when they need it most
- a complete range of products with the depth and flexibility to provide your clients with even greater peace-of-mind.

Key changes

- Premium rate review for individual insurance plans and options.
- Life cover premiums now waived for periods of total disablement.
- Life cover no longer has a \$2 million limit on advance payments for terminal illness.
- Some trauma event definitions have been updated, specifically triple vessel angioplasty, benign brain tumour and cardiomyopathy.
- Trauma events for angioplasty, multiple sclerosis and muscular dystrophy, now have an increased maximum partial benefit payment of \$100,000.
- Trauma cover's Comprehensive Cancer Option now offers a full benefit payment for prostate cancers classified T1 requiring major interventionist therapy.
- TPD cover for clients aged 65 or over has been broadened by extending the specific loss definition and including a significant cognitive impairment definition to age 99.
- TPD cover now provides a partial benefit for the loss of use of one hand, one foot or the entire sight in one eye.
- The Income Insurance Plus Plan now offers increased protection via a Professional Package giving flexibility when returning to work.
- Greater income insurance cover is now available, with the maximum benefit increased to \$30,000 per month.
- Income insurance is now available for some temporary visa holders working in Australia.
- Eligibility criteria has been improved under the total and partial definitions within standard income insurance plans.

Looking for more detail?

- Consult the latest insurance product disclosure statement (PDS) issue no. 4 dated 14 July 2008.
- Visit the AXA individual insurance solution upgrade website at www.axaadvantage.com.au/insuranceupgrade
- Contact your AXA business development representative on **1800 655 655**.

Introducing AXA's individual insurance solution upgrade

Pricing

What's new?

Stepped and level premium rates review

For individual insurance plans and options across life, TPD, trauma recovery, income and business expenses insurance.

Workplace Rewards premium discount scheme now also available for family members

Ten per cent discount now available on insurance policies taken up by at least five members of an immediate family.

Premium discounts for large-sum policies

Large case discounts available across life, TPD, trauma recovery, income and business expenses insurance have been reviewed.

What does it mean for my clients?

We aim to offer a broader selection of your clients better value for money via initiatives such as competitive stepped and level premiums for clients aged between 35 and 50 and maintaining

the availability of the 15 BELOW rates for an extended period for clients aged between 55 and 60 next birthday.

AXA's electronic application and submission process

AXA's electronic application and submission process, launched in February 2008, has proven to be popular with advisers looking for faster, easier ways to complete and submit applications.

Combined with our Premium quoting tool (PQT), the electronic application form and secure online submission facility will take you from quote to submission in five simple steps.

From 14 July 2008, be sure to download the new PQT version 3.3 to give you access to the new electronic application form as well as the insurance solution upgrade changes.

What's new?

New electronic medical authority

The electronic application form now incorporates an electronic medical authority allowing our preferred medical requirements supplier, UHG, to request appropriate reports from doctors in a more timely manner.

What does it mean for my clients?

The turn around time for individual insurance applications can now be reduced by a significant number of

days, giving you a faster more efficient way to protect your clients.

Life insurance

What's new?

Premium waiver option now offered for total but temporary disablement

The premium waiver applies for the period of total disablement after a 90 day waiting period. Previously, this option only applied if a client became totally and permanently disabled.

Terminal illness \$2 million advance payment cap removed

Terminal illness benefit will now match the life cover sum insured.

What does it mean for my clients?

AXA's life insurance now offers even greater peace-of-mind for your clients who've chosen the Premium Waiver Option, because if they're unable to work due to total disability, whether

temporary or permanent, they won't be required to pay premiums.

Greater peace-of-mind is also available for your high-net-worth clients with life cover of more than \$2 million. In the

unfortunate event they are diagnosed with a terminal illness and given 12 months or less to live, they'll be able to receive an advance payment equal to their full sum insured.

Trauma recovery insurance

What's new?

Prostate cancers trauma benefit increased

Prostate cancers classified as T1 or greater and requiring major interventionist therapy, will now receive a full payment under the Comprehensive Cancer Option.

Triple vessel angioplasty event definition enhanced

The requirement that coronary arteries be blocked by at least 50 per cent to qualify for a benefit has been removed.

Cardiomyopathy event definition enhanced

The provision that a client must be permanently unable to work to qualify for a benefit has been removed.

Benign brain tumour event definition enhanced

Clients may qualify for a benefit if they're unable to perform at least one of the activities of daily living (see PDS for more detail).

Traumas maximum partial benefit payment increased

Payment increased from \$25,000 to \$100,000 for angioplasty, multiple sclerosis and muscular dystrophy.

What does it mean for my clients?

We've removed some of the eligibility complexities around the definitions of certain traumas. This means it may be easier for your client to be eligible for a benefit.

Plus, clients with the Comprehensive Cancer Option who suffer a prostate cancer classified as T1 which requires major interventionist therapy, can now receive a full benefit payment.

And more cover is now provided for clients who suffer traumas such as angioplasty, multiple sclerosis or muscular dystrophy, with the maximum partial benefit payment amount increasing to \$100,000.

Total and permanent disability (TPD) insurance

What's new?

Additional benefit for loss of use of one hand or foot, or entire sight in one eye

Loss of use of one hand or foot, or entire sight in one eye, may now entitle your client to a partial TPD benefit.

Improved definitions for older clients

For clients aged 65 or over, specific loss definition has been extended and a significant cognitive impairment definition introduced to age 99, while the future care definition, remains in force (see PDS for more detail).

What does it mean for my clients?

By allowing a partial TPD benefit to be paid for the loss of use of one hand or one foot, or the entire sight in one eye, AXA is making a difference for your clients when they need it most. The amount payable will be the lesser

of 25 per cent of the sum insured for TPD or \$250,000.

Clients aged 65 or over will see improved opportunities to qualify for a TPD benefit in the event they become

totally and permanently disabled.

Meeting either the specific loss, future care or significant cognitive impairment definitions will allow them to claim a TPD benefit up to the age of 99.

Income insurance

What's new?

New Professional Package

Available via Income Insurance Plus Plan for clients classified as MP, AA or A (selected medical professionals, professionals and sedentary white collar workers).

Maximum monthly benefit increased

From \$25,000 to \$30,000.

Improved pre-disability earnings calculation

Pre-disability earnings now calculated from the highest average monthly income in any consecutive 12-month period between the start of total or partial disability and two years before the policy began (Agreed value policies only).

Offsets definition enhanced

Available for clients classified as MP, AA or A (selected medical professionals, professionals and sedentary white collar workers). Benefit amount will not be reduced by payments made under legislation.

Improved application of occupation code

Improved underwriting guidelines mean high-net-worth white collar clients are now classified as AA if they fulfill specific criteria.

Improved total and partial disability definitions

Own occupation total and partial disability definition for the entire benefit period is now available (previously only first two years of claim) for standard income policy holders classified as MP, AA, A, B or C.

Temporary visa holders now eligible

Income protection insurance now available for certain temporary visa holders.

What does it mean for my clients?

Greater protection is now available via the new Professional Package. Benefit payments will not be reduced during the first six months of a claim if the client has returned to work in a reduced capacity of less than 10 hours per week. There is no requirement to have experienced a period of total

disablement to qualify for a partial benefit. Also there is no requirement to return to work if the only work available requires moving residence or travelling unreasonable distances.

Our improved underwriting guidelines give clients the opportunity to be classified under an AA rating if they

have extensive experience, are degree qualified and are earning a high salary.

And a broader range of clients can take advantage of AXA's income insurance now that it's available for some temporary visa holders, a growing group in the Australian community.

Important information

This publication has been prepared to provide you with factual information only. It is not intended to take the place of professional advice and you should not take action on specific issues in reliance on this information. In preparing this information, we did not take into account the financial objectives, situation or particular needs of any particular person. Before making a decision whether to acquire this product, you need to consider (with or without the assistance of an adviser) whether this information and the information contained in the Product Disclosure Statement (PDS) is appropriate to your needs, objectives and circumstances. Copies of the PDS can be obtained from your adviser or by calling 1800 655 655. Applications for AXA Australia products will only be accepted on receipt of an application form accompanying a current PDS. The National Mutual Life Association of Australasia Limited (NMLA) and its associates derive income from issuing this product, full details of which are contained in the PDS. This information is provided for persons in Australia only and is not provided for the use of any person who is in any other country.

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Australian Casualty & Life

Trademark of The National Mutual Life Association of Australasia Limited
ABN 72 004 020 437 AFS Licence No. 234649
GPO Box 5339 Sydney NSW 2001



The National Mutual Life Association of Australasia Limited
ABN 72 004 020 437 AFS Licence No. 234649
Member of the Global AXA Group
Registered Office: 750 Collins Street Docklands Victoria 3008