

MLC Insurance

Personal Protection Portfolio Life Cover Super


PRODUCT SNAPSHOT



For adviser use only



New product features for MLC Personal Protection Portfolio and MLC Life Cover Super



Each year, we undertake a review of our products to ensure they remain competitive in the insurance market. Since 1986, we have passed on to clients over 200 upgrades to ensure you can continue to deliver a competitive insurance offering. Outlined opposite are the October improvements.

New product features

October 2007

✓ Increase in maximum sum insured

A life insured can now apply for a maximum of \$3 million of TPD cover for any combination of 'Own Occupation' and 'Any Occupation' definition. Previously TPD 'Own Occupation' and 'Any Occupation' was limited to \$2.5 million.

✓ Enhancement to definition of Coronary Artery Angioplasty – Triple Vessel

The definition for Coronary Artery Angioplasty – Triple Vessel has been enhanced by removing the requirement for 'angiographic evidence indicating 50% obstruction' of three or more coronary arteries.

✓ Inclusion of increases without further medical evidence for Total and Permanent Disability (TPD)

The life insured can now apply to increase their TPD cover for specific personal and business events without the need for further medical evidence.

✓ Connected Benefits

Connected benefits enables clients to purchase Critical Illness or TPD as an 'extension' to their Life Cover on a separate policy with a different policy owner. It reduces the need to purchase these insurances at stand alone rates and provides the client a lower overall premium.

For example, if a client wishes to have Life Cover insurance within superannuation ie issued under a MLC Life Cover Super (LCS) policy, and have Critical Illness insurance as part of the Life Cover insurance then, because Critical Illness insurance is not available and cannot be issued as superannuation, it can be issued as a connected benefit under a MLC Personal Protection Portfolio (PPP) policy.

✓ Critical Illness Special Risk

A new Underwriting tool has been introduced which allows MLC to provide cover for Critical Illness (with an exclusion and a discount) to clients if they currently or previously had a cancer or cardiovascular related condition.

✓ Split Premium Structures and Large Case Discounts

Allows clients to more easily purchase their insurance on a split premium structure basis (eg part stepped, part level) on the same policy and have it recognised under MLC's large case discounts.

For example, where clients wish to purchase \$1 million of Life Cover and balance short term affordability by having some of their cover on a stepped premium basis (eg \$500K of Life Cover) and long term affordability with the remaining cover on a level premium basis (eg \$500K of Life Cover) within the same policy, then a large case discount can be applied across the entire \$1 million sum insured purchased.

✓ Extension of maximum entry ages for Life, TPD and Critical Illness with level premium

The eligibility rules for PPP and LCS have been reviewed to allow clients to take out level premium at older ages.

✓ Extension of maximum entry and renewable ages for Business Safeguard Option

The maximum entry and expiry age for the Business Safeguard Option have increased to allow clients to take out and exercise this feature at older ages.

✓ Income Protection

Income Protection insurance under superannuation has been introduced to provide clients with protection for temporary disability due to accident or sickness. Benefits are payable for temporary total disability and temporary partial disability if a client remains unable to fully perform their occupation following a period of total disability and returns to work in a reduced capacity at lower earnings.

✓ Non-Lapsing Binding Beneficiary Nominations

Provides clients with further flexibility in how they choose to elect how they would like their Death Benefit paid out. Valid nominations are binding on the Trustee and do not expire but should be reviewed regularly as the client's circumstances change.

MLC Personal Protection Portfolio – Life Cover at a glance

Life Cover features and options

Cover for	Life Cover Plus	Life Cover Standard
Death	•	•
Terminal Illness	•	•
Accidental Injury	•	
Financial Planning Benefit	•	•
Advance Death Benefit	•	•
Guarantee of upgrade	•	•
Increases without medical evidence	•	
Options		
Business Safeguard Option	•	•
Terminal Illness Support Option	•	•
TPD and Loss of Independence insurance (see page 4)	•	•
Critical Illness insurance (see page 5)	•	•

Life Cover benefit and age details

Life Cover		
Benefit Limit	Maximum Entry Age	Expiry Age
No maximum	69 (stepped premium, decreasing cover), 59 (level premium)	100 (stepped premium, decreasing cover), 65 (level premium with continuation option included)

Business Safeguard Option		
Benefit Limit	Maximum Entry Age	Expiry Age
3 times original Life Cover benefit up to \$10 million	59 (stepped premium), 59 (level premium), not available with decreasing cover	65

Terminal Illness Support		
Benefit Limit	Maximum Entry Age	Expiry Age
50% of Life Cover sum insured up to \$250,000 per life insured	59 (stepped premium), 59 (level premium), not available with decreasing cover	65

MLC Personal Protection Portfolio – Total and Permanent Disability at a glance

TPD features and options

Cover for	As part of Life Cover or as a connected benefit	As a stand alone insurance
TPD and Loss of Independence	•	•
Increases without medical evidence	•	•
Options		
Own Occupation definition	•	•
Life Cover Buy Back Option	•	
Business Safeguard Option	•	•

TPD benefit and age details

TPD (as part of Life Cover or as a connected benefit)		
Benefit Limit	Maximum Entry Age	Expiry Age
\$3 million ('any' occupation definition)	59 (stepped premium, decreasing cover),	65 (then converts to Loss of Independence)
\$3 million ('own' occupation definition)	54 (level premium)	

TPD (stand alone)		
Benefit Limit	Maximum Entry Age	Expiry Age
\$3 million ('any' occupation definition)	59 (stepped premium only), not available with decreasing cover and level premium	65 (stepped premium then converts to Loss of Independence)
\$3 million ('own' occupation definition)		

Business Safeguard Option		
Benefit Limit	Maximum Entry Age	Expiry Age
3 times the original TPD benefit up to \$3 million	59 (stepped premium), 54 (level premium), not available with decreasing cover	65

MLC Personal Protection Portfolio – Critical Illness at a glance

Critical Illness features and options

Cover for	Critical Illness Plus	Critical Illness Standard
A range of Critical Conditions	Wide range	Limited range
Critical Conditions and definitions	•	May change in the future
Stand alone option	•	
Financial Planning Benefit	•	•
Guarantee of upgrade	•	•
Increases without medical evidence	•	
Options		
Life Cover Buy Back option	•	•

Critical conditions*	Critical Illness Plus	Critical Illness Standard
Coronary artery bypass surgery [^]	•	•
Heart attack [^]	•	•
Loss of independence	•	•
Malignant cancer [^]	•	•
Stroke [^]	•	•
Aorta repair [^]	•	
Aplastic anaemia	•	
Bacterial meningitis	•	
Benign brain tumor	•	
Blindness	•	
Cardiomyopathy	•	
Chronic kidney failure	•	
Chronic liver failure	•	

Cover for	Critical Illness Plus	Critical Illness Standard
Chronic lung failure	•	
Coma	•	
Coronary artery angioplasty [^]	•	
Coronary artery angioplasty - triple vessel [^]	•	
Deafness	•	
Dementia or Alzheimer's disease	•	
Encephalitis	•	
Heart valve surgery [^]	•	
HIV contracted through medical procedures	•	
HIV contracted through your work	•	
Intensive care	•	
Loss of speech	•	
Major brain injury	•	
Major burns	•	
Major organ transplant	•	
Meningococcal septicaemia	•	
Motor neurone disease	•	
Multiple sclerosis	•	
Muscular dystrophy	•	
Open heart surgery	•	
Out of hospital cardiac arrest	•	
Paralysis	•	
Parkinson's disease	•	

Cover for	Critical Illness Plus	Critical Illness Standard
Pneumonectomy	•	
Primary pulmonary hypertension	•	
Severe osteoporosis	•	
Severe rheumatoid arthritis	•	
TPD (optional for Critical Illness with Life Cover)	•	•
Extra benefits option**		
Option to buy back Critical Illness benefit after a claim	•	
Additional critical conditions for which a partial benefit is payable (see table below)	•	

Critical conditions*	Maximum benefit
Adult onset insulin dependent diabetes mellitus	\$100,000
Advanced endometriosis	
Carcinoma in situ of the breast [^]	
Chronic lymphocytic leukaemia [^]	
Deafness in one ear	
Diagnosed motor neurone disease	
Diagnosed multiple sclerosis	
Diagnosed muscular dystrophy	
Diagnosed Parkinson's disease	
Facial reconstructive surgery and skin grafting	
Placement on waiting list for major organ transplant	
Prostate cancer [^]	
Serious accidental injury	

Critical conditions*	Maximum benefit
Loss of one foot or one hand	\$200,000
Loss of sight in one eye	
Congenital abnormalities of a Child [^]	\$20,000
Death of a Child [^]	
Inability of a Child to gain independence [^]	
Melanoma [^]	
Specified complications of pregnancy [^]	

* All critical conditions have precise definitions and all parts of the definition must be met before a benefit can be paid. Please refer to the current Product Disclosure Statement ('PDS') for details.

** Please refer to the current PDS for further details.

[^] Qualifying periods apply to these conditions. Refer to the current PDS for details.

Critical Illness benefit and age details

Critical Illness		
Benefit Limit	Maximum Entry Age	Expiry Age
\$2 million	59 (stepped premium, decreasing cover), 59 (level premium), 54 (with TPD for level premium)	75 (stepped premium, decreasing cover), 65 (level premium with continuation option included)

Critical Illness Plus (stand alone)		
Benefit Limit	Maximum Entry Age	Expiry Age
\$2 million	59 (stepped premium, decreasing cover), not available with level premium	75 (stepped premium, decreasing cover), not available with level premium

MLC Personal Protection Portfolio – Income Protection at a glance

Income Protection features and options

Cover For	Income Protection Plus	Income Protection Plus Farmer Package [#]	Income Protection Standard
Total disability	Own occupation definition	Own occupation definition	2 years 'own' occupation definition then 'any' occupation definition
Partial disability or Rehabilitation	Maximum up to end of benefit period	Maximum up to end of benefit period	Maximum equal to 6 months' benefits
Rehabilitation expense benefit	•	•	•
Rehabilitation bonus	•	•	
Premium waived while on claim (includes premiums payable during the waiting period)	•	•	•
Return to work during the waiting period	•	•	•
Recurring disability benefit	•	•	•

Cover For	Income Protection Plus	Income Protection Plus Farmer Package [#]	Income Protection Standard
Elective surgery benefit	•	•	•
Style of benefit	Agreed value benefit/ Indemnity benefit	Agreed value benefit	Indemnity benefit
World-wide cover	•	•	•
Death benefit	•	•	•
Cover for disability due to mental disorders or drug abuse/dependency	•	•	Only while under supervision
Guarantee of upgrade	•	•	•
Options			
HIV/AIDS exclusion discount option	•	•	•
Indexed claim benefits option	•	•	•
Short waiting period for accidental injury	•		

Income Protection benefit and age details

Cover For	Income Protection Plus	Income Protection Plus Farmer Package [#]	Income Protection Standard
Occupational HIV, Hepatitis B or C lump sum benefit option (certain professional occupations only)	•		
Extra benefits option**			
Benefit during the waiting period	•	•	
Accommodation benefit	•	•	
Double benefits for specified conditions	•	•	
No claim bonus	•	•	
Advanced payment for certain injuries	•	•	
Home assistance benefit	•	•	
Transportation benefit	•	•	

[#] Not available for Class C

^{**} Please refer to the current PDS for further details

Income Protection				
Maximum Monthly Benefit	Benefit Periods	Waiting Periods	Maximum Entry Age	Expiry Age
75% first \$240,000, 50% of next \$240,000, 25% of next \$240,000. The maximum monthly benefit is \$30,000. The maximum monthly benefit for Farmer Package is \$5,000.	2 years, 5 years, to age 65 ^{#Δ}	14 days ^Δ , 1 month, 3 months, 12 months [#] , 24 months ^{#Δ}	AAA, ACT, ML, AA, A – 59 BB, B, C – 54	65

[#] Not available for Class C

^Δ Not available for Farmer Package

Occupation Category Guidelines

AAA – Professional white collar workers

ACT – Accountants

ML – Certain medical and legal professionals

AA – Other professionals

A – Light skilled occupations eg. bank teller, lab technician

BB – Certified or licenced tradesmen

B – Manual but not hazardous occupations eg. painters

C – Hazardous occupations eg. security guards

MLC Personal Protection Portfolio – Business Expenses at a glance

Business Expenses features

Cover for	Business Expenses
Total disability	•
Return to work (for up to 5 days) during waiting period	•
Up to 12 month benefit extension if 12 x monthly benefit not paid	•
Guarantee of upgrade	•
Option	
HIV/AIDS exclusion discount option	•

Business Expenses benefit and age details

Business Expenses				
Maximum Monthly Benefit	Benefit Period	Waiting Periods	Maximum Entry Age	Expiry Age
100% of eligible expenses up to the monthly benefit selected	1 year	14 days, 1 month	AAA, ACT, ML, AA, A – 59 BB, B – 54	65

Occupation Category Guidelines

- AAA – Professional white collar workers
- ACT – Accountants
- ML – Certain medical and legal professionals
- AA – Other professionals
- A – Light skilled occupations eg. bank teller, lab technician
- BB – Certified or licenced tradesmen
- B – Manual but not hazardous occupations eg. painters
- C – Hazardous occupations eg. security guards

Premium Waiver is available as

an option to help protect your clients' insurance portfolio in the event of disability or retrenchment.

MLC Life Cover Super – Life Cover at a glance

Life Cover features and options

Cover for	Life Cover Plus	Life Cover Standard
Death	•	•
Terminal Illness	•	•
Accidental Injury	•	
Guarantee of Upgrade	•	•
Increases without medical evidence	•	
Options		
Business Safeguard Option	•	•
Terminal Illness Support Option	•	•
TPD and Loss of Independence insurance	•	•

Life Cover benefits and age details

Life Cover		
Benefit Limit	Maximum Entry Age	Expiry Age
No maximum	64 (stepped premium, decreasing cover), 59 (level premium)	75 (stepped premium, decreasing cover), 65 (level premium with continuation option included)

Business Safeguard Option		
Benefit Limit	Maximum Entry Age	Expiry Age
3 times original Life Cover benefit up to \$10 million	59 (stepped premium), 59 (level premium), not available with decreasing cover	65

Terminal Illness Support		
Benefit Limit	Maximum Entry Age	Expiry Age
50% of Life Cover sum insured up to \$250,000 per life insured	59 (stepped premium), 59 (level premium), not available with decreasing cover	65

MLC Life Cover Super – Total and Permanent Disability at a glance

TPD features and options

Cover for	Life Cover Super
TPD and Loss of Independence (as part of Life Cover or as a connected benefit)	•
Increases without medical evidence	•
Options	
Own Occupation definition	•
Life Cover Buy Back Option	•
Business Safeguard Option	•

TPD benefit and age details

TPD		
Benefit Limit	Maximum Entry Age	Expiry Age
\$3 million ('any' occupation definition)	59 (stepped premium, decreasing cover),	65 (then converts to Loss of Independence)
\$3 million ('own' occupation definition)	54 (level premium)	

Business Safeguard Option		
Benefit Limit	Maximum Entry Age	Expiry Age
3 times the original TPD benefit up to \$3 million	59 (stepped premium), 54 (level premium), not available with decreasing cover	65

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an option to help protect your clients' insurance portfolio in the event of disability or retrenchment.

MLC Life Cover Super – Income Protection at a glance

Income Protection features and options

Cover For	Income Protection Plus	Income Protection Standard
Total disability	Own occupation definition	2 years 'own' occupation definition then 'any' occupation definition
Partial disability or Rehabilitation	Maximum up to end of benefit period	Maximum equal to 6 months' benefits
Premium waived while on claim (includes premiums payable during the waiting period)	•	•
Return to work during the waiting period	•	•
Recurring disability benefit	•	•
Elective surgery benefit	•	•
Style of benefit	Agreed value / Indemnity benefit	Indemnity benefit
World-wide cover	•	•
Death benefit	•	•
Cover for disability due to mental disorders or drug abuse/dependency	•	Only while under supervision
Options		
HIV/AIDS exclusion discount option	•	•
Indexed claim benefits option	•	•

Income Protection benefit and age details

Income Protection				
Maximum Monthly Benefit	Benefit Periods	Waiting Periods	Maximum Entry Age	Expiry Age
75% first \$240,000, 50% of next \$240,000, 25% of next \$240,000. The maximum monthly benefit is \$30,000.	2 years, 5 years, to age 65 [#]	14 days, 1 month, 3 months, 12 months [#] , 24 months [#]	AAA, ACT, ML, AA, A – 59 BB, B, C – 54	65

[#] Not available for Class C

Occupation Category Guidelines

- AAA – Professional white collar workers
- ACT – Accountants
- ML – Certain medical and legal professionals
- AA – Other professionals
- A – Light skilled occupations eg. bank teller, lab technician
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IMPORTANT INFORMATION

For Financial Adviser use only

This brochure has been published by MLC Limited (ABN 90 000 000 402, AFSL 230694) and MLC Nominees Pty Limited (ABN 93 002 814 959, AFSL 230702, RSE L0002998) 105-153 Miller Street, North Sydney, NSW 2060.

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MLC Limited is the issuer of MLC Personal Protection Portfolio. MLC Nominees Pty Limited is the issuer of MLC Life Cover Super and Trustee of The Universal Super Scheme (the Scheme) R1056778. The registered offices for MLC Limited and MLC Nominees Pty Limited are 105-153 Miller Street, North Sydney, NSW 2060.

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Neither National Australia Bank Limited, nor any of its related bodies corporate (other than MLC Limited as insurer) guarantees or accepts liability in respect of MLC Personal Protection Portfolio and MLC Life Cover Super.

Persons can apply for MLC Personal Protection Portfolio and MLC Life Cover Super by completing the Application Form attached to a current MLC Personal Protection Portfolio and MLC Life Cover Product Disclosure Statement, copies of which are available from the relevant issuer at the above address or by phoning 132 652. Applications are subject to acceptance by MLC.

