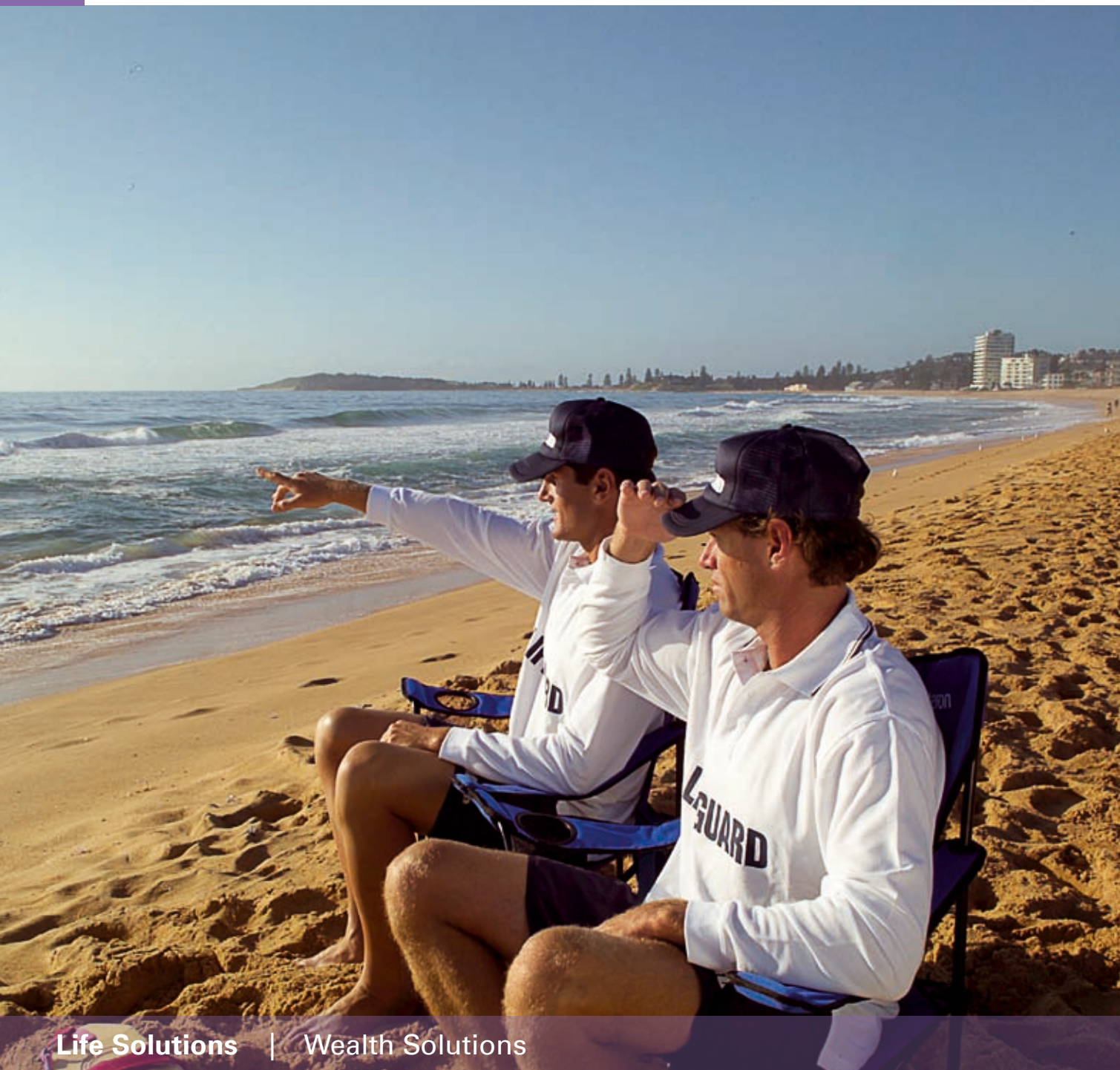




AT YOUR FINANCIAL SERVICE®



Life Solutions | Wealth Solutions

Asteron Lifeguard™ 2008 product enhancements

reference guide

Asteron Lifeguard™ product enhancements

It's been 12 months since we launched Asteron Lifeguard™ and its first year has been a big one, receiving seven awards.

To ensure the success of Asteron Lifeguard™ continues, we are pleased to bring you our latest product and service enhancements.

Headlining is our repositioned Income Protection offer. This will enable you to choose from a range of solutions to give all your different clients relevant, competitive cover.

There are over 20 major enhancements, with no pricing increases on existing benefits. The only price change has been an improved way of offering discounts for lump sum policies.

Also make sure you check out pages 14 – 15 to see our all-new Equate, with added functionality and a simple, intuitive layout.

All of these enhancements are based on regular reviews, current industry trends and most importantly your feedback.

We thank you for your feedback and support over the past year and look forward to continuing to work with you in the months ahead.



Finalist four times in the Plan for Life and AFA 2007 Life Insurance Company of the Year awards



Silver and Bronze in the Money magazine Best of the Best Awards 2008



The Asset Innovation Award for Asteron Lifeguard™ Recovery Stand Alone



Asteron Lifeguard™ – product enhancements overview

The following is a snapshot of the Asteron Lifeguard™ product enhancements and how they improve the existing Asteron Lifeguard™ product range to make it even easier to provide a complete insurance solution for your clients.

Income protection product changes

We've improved our Income Protection range by offering better value for money by enhancing benefits and adding new industry first features and benefits.

- » (New Product) Income Shield
- » (New) 10 Hours Plus disability definition for Income Advantage
- » (New) Recovery Booster Option
- » (New) Extended Waiver of Premium Option
- » (Improved) Pre-disability Income (Income Protector)
- » (Improved) Partial disability benefits (Income Protector)
- » (Improved) Offset provisions
- » (Improved) Interim cover limits
- » (Improved) Retraining benefit.

Lump sum product changes

We've improved our lump sum range by offering new features while enhancing existing benefits and recognising client loyalty.

- » (New) Guaranteed renewability features
- » (Improved) 'Own' occupation TPD definition
- » (Improved) Maximum TPD cover of \$5M (\$7M with Recovery)
- » (Improved) Future Cover Benefit.

Equate 6.0

We've improved Equate to better serve your business by adding new tab views of client quotes, new service features and enhanced functionality including:

- » (New) The ability to quote multi-lives, multi-applications and multiple covers at the same time with easy navigation between multiple Equate illustrations
- » (New) Commission calculator for easy SOA referencing
- » (New) All discounts including multi-application, multi-lives and large sum insured included in your Equate illustration.

Pricing changes

We've improved on our December 2007 price reductions by recognising total sums insured across multiple policies and introducing a new multi-application discount for multiple different lump sum products.

- » (New) Applying large sum insured discounts across multiple policies
- » (New) Multi-application discount for lump sum.

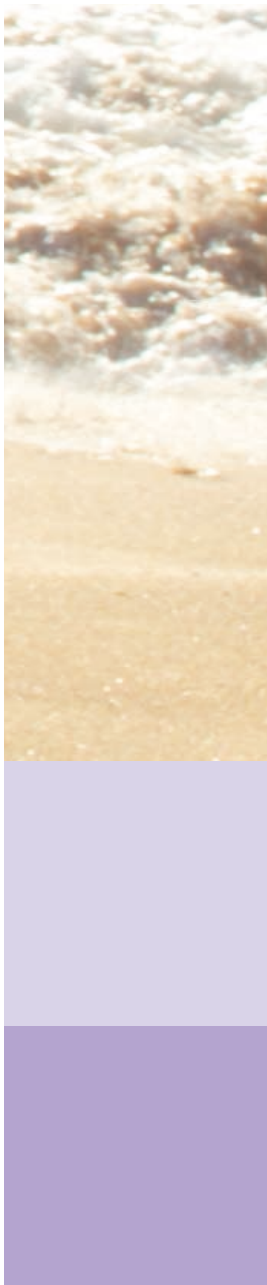
Rewarding your clients

We've expanded our loyalty rewards program to offer your clients even better value for money in the long term.

- » (Improved) Client loyalty rewards.



Asteron Lifeguard™ – product enhancements overview continued



Risk assessment

We've improved on our December 2007 non-medical increases by offering more opportunities for your client to improve their cover.

- » (New) Newly Qualified General Practitioners and Barristers Offer
- » (New) Medical free increase for Agreed Value Income Protection
- » (New) Lifestyle Conversion Benefit for TPD Stand Alone and Recovery Stand Alone
- » (New) Included statement regarding Blood Borne Diseases
- » (Improved) Future insurability trigger events for lump sum
- » (Improved) Occupation class changes for Own occupation TPD.

Business support

We've made dealing with Asteron easier for advisers by improving client information accessibility.

- » (New) Client download functionality for business in suspense including Additional Requirements
- » (New) Enhanced client download for in-force policies including premium loadings, multi-application and multi-life discounts, exclusion codes as well as commission types to name a few
- » (New) Proposal Tracking for increases and alterations (where underwriting is required)
- » (Improved) Accessibility between Life AdviserConnect™ and Equate.

Income Protection Update

This year we have made the most significant changes to our Income Protection range for some time. These changes improve the overall value of our Income Protection range while providing flexibility to structure your client's Income Protection insurance to best suit their individual needs.

These significant changes include:

- » (New) consolidated definition for Income Advantage '10 Hours Plus' – where we have removed choice at application time to give you the benefits of both the 10 Hours and 1 Duty definitions in a single definition
- » (Improved) features for Income Protector
- » (New) Income Shield
- » (New) optional benefits – Recovery Booster and Extended Waiver of Premium.

Asteron Lifeguard's new Income Protection range

Product	Attributes	Target market
Income Advantage	<ul style="list-style-type: none"> » 10 Hours Plus definition » No need to be Severely Disabled 'Partial day 1' » Available to AA, A1 and A2 only » Optional benefits that maximise cover 	<ul style="list-style-type: none"> » For clients who require our most comprehensive cover available
Income Protector	<ul style="list-style-type: none"> » 10 Hours definition » 7 days Severe Disability (10 hours) needed during waiting period » Available to all occupation classes » Optional benefits that maximise cover 	<ul style="list-style-type: none"> » For clients who require comprehensive cover
Income Shield	<ul style="list-style-type: none"> » 10 Hours definition » 14 days not working and Severely Disabled throughout the waiting period » Available to all occupation classes 	<ul style="list-style-type: none"> » For self managed super funds and price sensitive clients



Income Advantage changes

Having listened to your feedback we have introduced the new 10 Hours Plus definition for Income Advantage. In addition we have made improvements to existing features importantly with no price increases.

10 Hours Plus definition – ‘Severely Disabled definition’

Benefits include:

- » Consolidated 1st to market definition for Income Advantage
- » Combined features of both 10 Hours and 1 Duty
- » Removed ambiguity around choice, ensuring clients get the benefit of both definitions.

How the 10 Hours Plus definition works:

1. If a client is NOT working

- » Allows for severe disability to be determined on their inability to perform 1 Duty so long as the claimant is also off work due to their sickness or injury.

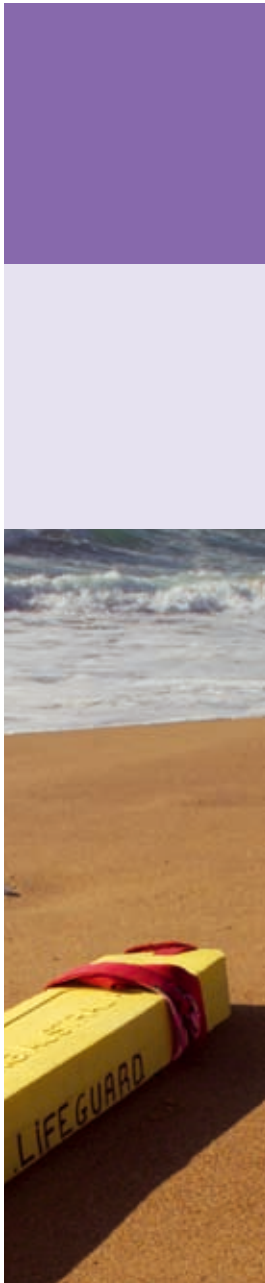
2. If a client is working

- » Provides the opportunity to work up to 10 hours and receive full Severely Disabled benefits with no offset of any amount earned in the 10 hours so long as the 10 hours Severely Disabled definition criteria are met.

Advantages of ‘10 Hours Plus’ definition

The new definition provides advantages over both the 10 Hours and 1 Duty definitions.

1 Duty perspective	10 Hours perspective
Clients still receive the benefits of 1 Duty PLUS	Clients receive the benefits of 10 Hours PLUS
Under 10 Hours Plus, can return to work for up to 10 hours and not have their Severely Disabled benefits reduced by the income generated in that 10 hours. (Under a 1 Duty definition this would have been a partial payment).	Under 10 Hours Plus, need to only fail 1 Duty and be off work to qualify for the Severely Disabled Benefit.



10 Hours Plus definition – PDS excerpt

Severely Disabled

We will consider you to be severely disabled if, solely due to sickness or injury:

- » you are not working in any gainful occupation; and
- » you are unable to perform one or more of the important income producing duties of your usual occupation,

as long as you are following the advice of a registered doctor in relation to that sickness or injury.

OR

- » you are working; and
- » you are working in your usual occupation or a gainful occupation for less than 10 hours per week; and
- » you are unable to perform the important income producing duties of your usual occupation for more than 10 hours per week,

as long as you are following the advice of a registered doctor in relation to that sickness or injury.

(Improved) Retraining Benefit

We have improved our retraining benefit from a maximum of 9 to 12 months benefit.

(Improved) Income Update (Agreed Value)

We have made our medical free increase benefit available to Agreed Value policies as an in-built feature without any price increase.



Income Advantage changes continued



(Improved) offset provisions

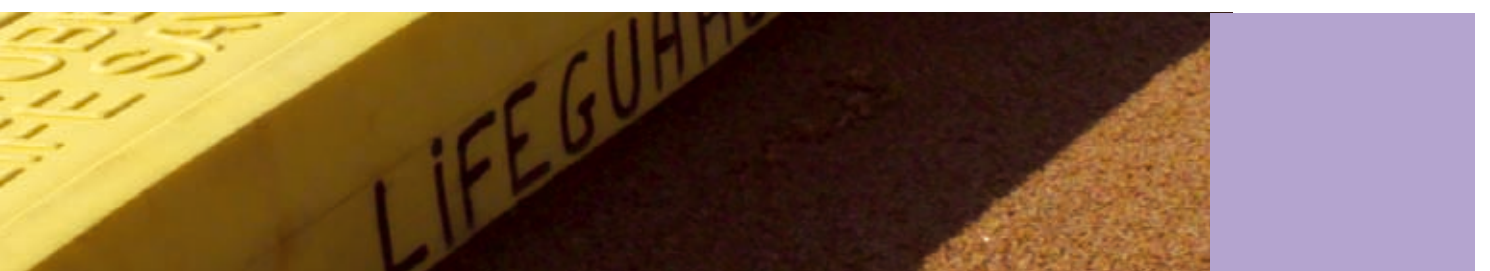
We have clarified that should offsets apply, the only other insurance policies we will offset are those that were not disclosed at time of application.

(Improved) Statement regarding blood borne diseases – Medical Professionals

We have clarified further on how we will assess the impact of HIV/AIDS and Hepatitis B and C on medical professionals.

(Improved) interim cover limits

We have increased the maximum monthly benefit available throughout the application stage by increasing our interim cover limits from \$5,000 to \$10,000.



Income Protector changes

Again, we have listened to your feedback and made changes to Income Protector. These changes will have a significant impact on improving the value of Income Protector to clients.

(Improved) Pre-Disability Income

For Agreed Value policies we will include the previous 12 months income prior to application when determining a clients pre-disability income.

(Improved) Partially Disabled Benefits to 100% of Pre-Disability Income

We have increased the amount of Partially Disabled Benefit payable if offsets are applied by increasing the maximum benefit limit from 75% to 100% of pre-disability income.

(Improved) Interim cover limits

We have increased the maximum monthly benefit available throughout the application stage by increasing our interim cover limits from \$5,000 to \$10,000.

(Improved) Retraining Benefit

We have improved our Retraining Benefit from a maximum of 9 to 12 months benefit.

(Improved) Income Update (Agreed Value)

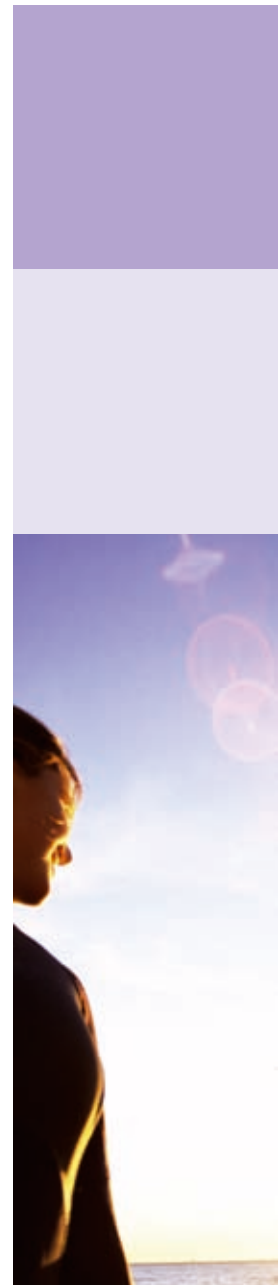
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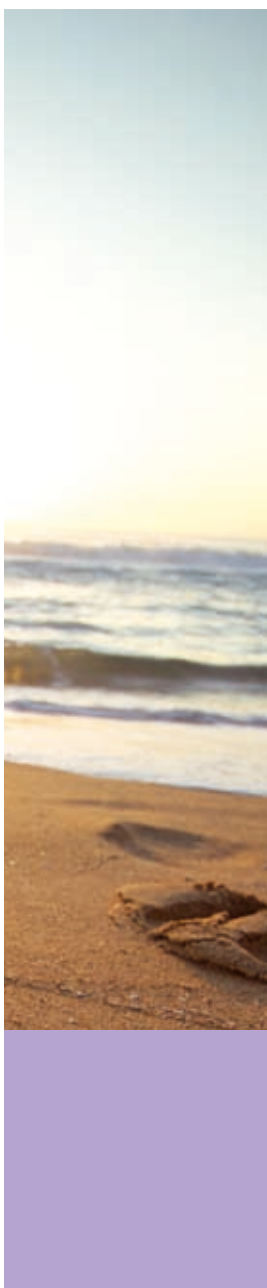
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(Improved) Statement regarding blood borne diseases – Medical Professionals

We have clarified further on how we will assess the impact of HIV/AIDS on medical professionals.



New product - Income Shield



Income Shield is a lower cost basic Income Protection product, providing cover for severe and partial disability.

Designed for:

- » Self managed superannuation funds; and
- » Price sensitive clients.

The product includes the Asteron 10 Hours Disability definition but excludes ancillary features found on other Asteron Income Protection products.

Features of Income Shield

Included benefits

10 Hours definition

Severely and Partially Disabled Benefit requires severe disablement throughout waiting period including 14 days completely off work

Death Benefit, whether on claim or not

Elective Surgery Benefit

Recurring Disability Benefit

Automatic Increase Benefit (3%)

Premium Waiver Benefit

Guarantee of Upgrade

Guaranteed Renewal

Pregnancy Premium Waiver Benefit

Endorsed Agreed Value

Grief Support Service

Income Update Benefit

Optional benefits

Accidental Injury Option (30 day waiting period)

Accidental Injury Plus Option (30 day waiting period (not available to Class S))

Booster Option

Recovery Booster Option

Increasing Claim Option

SuperSaver Option

Income Protection – New Optional benefits

We have introduced two new optional benefits for our Income Protection range.

(New) Recovery Booster Option

(Available on Income Advantage, Income Protector & Income Shield)

Traditionally, a popular strategy to cover the 25% of income that Income Protection insurance did not cover, has been to utilise Trauma insurance.

The Recovery Booster Option provides an alternative to this strategy, allowing your client the ability to insure up to 100% of their income (instead of 75%) for the first two years of claim, if the claim is as a result of a listed crisis condition.

The main advantages include:

- » Ability to claim multiple times – multiple serious medical conditions are covered so long as they are not a Recurring Disability.
- » Severely and Partially Disabled benefits are boosted as well as Crisis Benefit under Extras Package
- » Tax deductibility – Premium may be tax deductible for your client
- » Affordability - May be paid for from your client’s superannuation fund, so not affecting client’s cashflow.

Recovery Booster Strategy

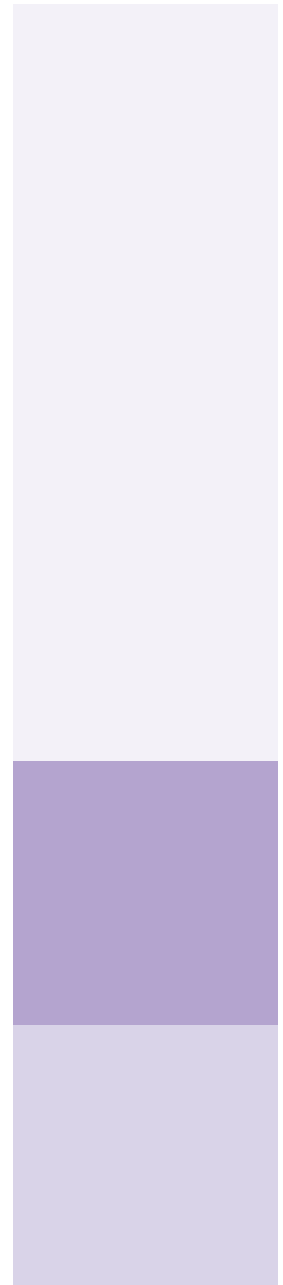
	Strategy	Premium tax deductible	Claim treatment (income or capital)
Income Protection Cover; with	Insures up to 75% of your clients income	Yes	Income assessed
Recovery Booster Option	To cover additional 25%	Yes	Income assessed

(New) Extended Waiver of Premium Option

(Available on Income Advantage and Income Protector)

While all Asteron Income protection products waive the premiums of the income protection policy during a disability claim, this option will also waive premiums for the life insured across any Lifeguard lump sum policies they have with Asteron.

Although the premium for this benefit is not tax deductible the benefit is considerable for clients with multiple policies.



(New) Equate™ v6.0 layout

- 1 **Easy to use product tabs** – new tabs divide illustration by various products.
- 2 **Policy fee flexibility** – ability to select which product the policy fee is applied to.
- 3 **Multiple same products** – ability to illustrate two of the same products for each insured, eg Life Cover (Ord) and Life Cover (Super).
- 4 **Policy loadings** now located on each product tab.
- 5 **Client Discount Visibility** – printed illustrations highlight client discounts for easy reference.
- 6 **Multiple application discounts for existing Asteron clients** – easy discount recognition of existing business for multiple application and large sum insured discounts.
- 7 **Multiple lives** – add additional life insured to the same illustration.
- 8 **Easy switching between illustrations** – all lives are named in each individual tab for easy policy recognition and for switching between illustrations.
- 9 **Total premium illustration** – to show total premiums on 2 or more lives, eg husband, wife and 2 business partners.
- 10 **Projection and comparison functionality** – for all illustrated products.
- 11 **Commission calculator** – located in 'Adviser Use' tab.

Asteron Equate 6.0

Print Search New Quote Life AdviserConnect Projections

11 Adviser Use Mr Mark Husband Mrs Marsha Wife Mr Joe

Title Mr Non Smoker Male
 First Name Mark Male
 Middle Name
 Surname Husband Annual Income (Including Super)
 DOB 30 / 09 / 1967 Multi Life Discount
 Age NB 41 Employment Status
 Insurance type Personal Business Occupation

1 Life Cover 1 TPD Standalone 1 Recovery 1 Income Protection 1 Business

Policy Options
 Policy Type Ordinary Premium Type Stepped Flexi Rate

Life Cover TPD
 Sum Insured \$1,000,000 Sum Insured \$150,000
 Monthly Premium \$50.99 Monthly Premium
 Stamp Duty \$0.00 TPD Top Up Sum Insured
 TPD Type Single Own

2 Monthly Policy Premium Policy Fee Stamp Duty

3 \$61.73 \$6.28 \$0.00

4 Another Life Policy Add Child Cover Policy Loadings

Total Death Sum Insured Total TPD Sum Insured Total Trauma Sum Insured
 \$2,000,000 \$150,000 \$0

Premium Frequency Life Cover TPD TPD Stand Alone Recovery
 Monthly \$101.98 \$10.74 \$0.00 \$0.00

Modelling 10

Companions Graph

Underwriting Forms Adviser Maintenance Save Quit

Business Mr Jolene Business 8

Address 1 321 Date of Quote 24 / 03 / 2008

Address 2 Smart Street

Address 3

Suburb Melbourne

State Victoria

Postcode 3000

Accountant - Qualified AA

Expenses 1 Life Cover 2 X

N/A Business Security Not Applicable Waiver of Premium No

Cancer Cover

Sum Insured \$0

Monthly Premium \$0.00

Stamp Duty \$0.00

Needlestick Cover

Sum Insured

Monthly Premium \$0.00

Stamp Duty \$0.00

Total Policy Premium \$8,01

Child Cover \$0.00

Income Protection \$0.00

Business Expenses \$0.00

Policy Fee \$6.28

Stamp Duty \$0.00

Total Pre-Tax \$119.00

Total After Tax \$119.00

Premium Total All Lives \$281.80

Welcome to Equate

asteron AT YOUR FINANCIAL SERVICE

10

7

6

5

9

Total Discounts/Savings

Multi-Application Discount Discount of 5.00%, Savings of \$87.00 on Life Cover 1

Multi-Life Discount Discount of 5.00%, Savings of \$378.50 on Recovery 1

Discount of 5.00%, Savings of \$87.00 on Life Cover 1

Discount of 5.00%, Savings of \$378.50 on Recovery 1

Total annual savings of \$931.00

asteron

Presented by

ABC Planning

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asteron Life Limited

ABC 111 111 111 111

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Level 11 Building Centre

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LIFE GUARD ILLUSTRATION

Joe Husband's Details

Age Next Birthday 45.00

Sex Male

Marital Status Married

Employment Status Self-Employed

Annual Income (including Super) \$80,000

Tax Rate 30%

Total \$80,000

Life Cover 1

Life Cover Sum Insured \$1,000,000

Premium Option \$119.00

Policy Fee \$6.28

Life Cover Premium \$125.28

Total Premium \$131.56

Recovery 1 (Recovery Package)

Recovery Sum Insured \$1,000,000

Recovery Option \$87.00

Recovery Premium \$87.00

Total Premium \$174.00

Total Premium (inclusive of Policy Fee if applicable)

Annual Pre-Tax Premium \$306.56

Annual After-Tax Premium \$281.80

Total Discounts/Savings

Multi-Application Discount Discount of 5.00%, Savings of \$87.00 on Life Cover 1

Multi-Life Discount Discount of 5.00%, Savings of \$378.50 on Recovery 1

Discount of 5.00%, Savings of \$87.00 on Life Cover 1

Discount of 5.00%, Savings of \$378.50 on Recovery 1

Total annual savings of \$931.00

The details contained in this quotation have been produced with product details and premium rates effective from 01/01/2007

Underwriting Requirements

In order for Asteron Life Limited to assess your application for this insurance, consent to this illustration, and issuing medical and financial advice is required. Further information may be required during consideration of your application.

Medical Evidence

- Short Term (Maximum 90 days)
- Full Medical Exam
- Multiple (Independent) Assessments (if rating 100)
- Class 100 Medical: Where the person to be insured has not known a GP (general practitioner) for at least 2 years a paramedical (GP (registered general practitioner only) or specialist medical examination will be required.
- Rating 100
- Short Term 100

Asteron Life Limited will only use the results of any medical or financial test requested by us for underwriting purposes. In some circumstances we may not need this evidence if the proposal for insurance is deemed to be a replacement of another similar policy type.

Date of Issue: 20/03/2008 Version: 9.0.0 Date Printed: 20/03/2008 01:11 Page 1 of 1

Business Expenses

We have made changes to our Business Expenses policy so self-employed clients can make the most of their insurance cover.

10 Hours Plus definition

We have extended our new 10 Hours Plus Severe Disability definition to white collar occupations. The definition will be automatically applied to the policy based on the occupation class at application.

Occupation class	Definition
White collar (AA, A1 and A2)	10 Hours Plus
Blue collar (B and C)	10 Hours

Overseas Payments

We have removed the requirement to return to New Zealand or Australia to continue receiving benefits after 3 months on claim. Our normal claim requirements still apply.

Interim Cover

We have increased the maximum sum insured available throughout the application stage by increasing our interim limits from \$5,000 to \$10,000.

Lump Sum product changes

There has also been a number of new and improved enhancements to our lump sum product range.

(New) Maximum TPD cover of \$5M (\$7M with Recovery)

We have improved our maximum TPD cover under Life Cover to \$5M by offering cover in excess of \$3M to be topped up by modified TPD of up to \$2M. This is in addition to allowing Recovery (where TPD is none) of up to \$2M as well, which automatically includes Modified TPD conditions.

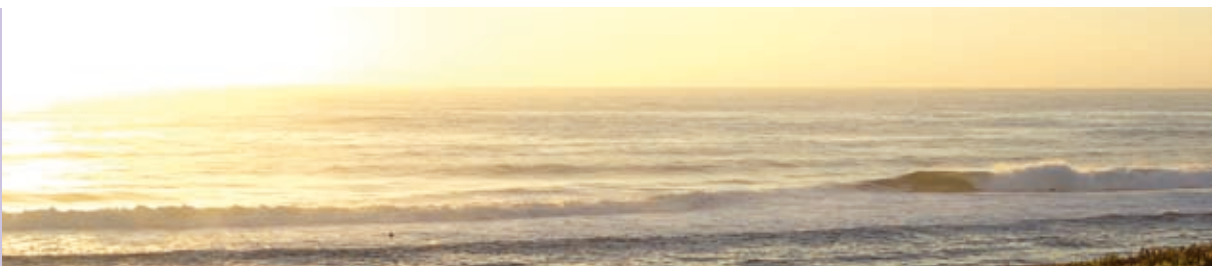
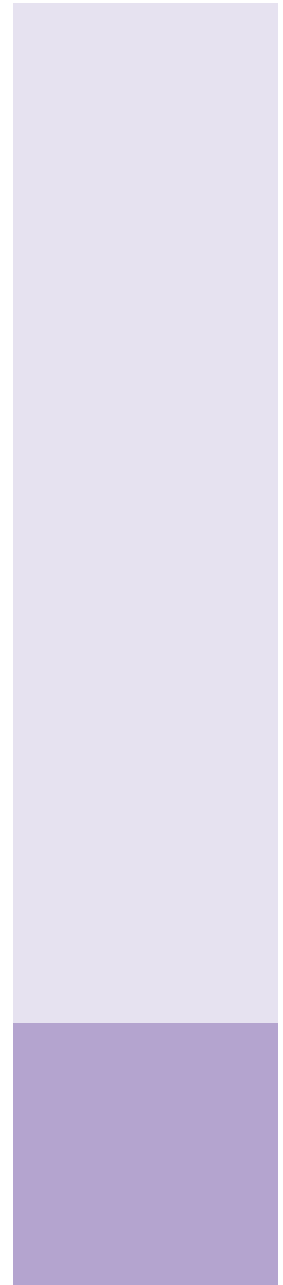
(New) Medical Free Trigger Events for lump sum

We have added new trigger events for medical free increases including:

- » Increase in value of a Key Person (Business Insurance)
- » Loss of taxation dependents (Life Cover Super)

(Improved) Guaranteed Renewability

We have made changes to the definition applied to claimants who have been unemployed for more than 12 months. This change means we will no longer change the Own Occupation definition to Any Occupation and will continue the Own Occupation definition while the policy remains in-force.



Lump Sum product changes continued

(Improved) Own Occupation TPD

We have made changes to the way we assess Own Occupation when a client has recently changed employment and becomes TPD. The client will now have the choice to have their disability assessed against either their current occupation or the occupation they were in at the time of application.

This benefit is only available within the first three months of any occupation change. After a client has been in a new occupation for more than 3 months that occupation only will be assessed as their own occupation.

(Improved) Future Cover Benefit

When a Recovery Stand Alone or TPD Stand Alone policy expires without a benefit having been paid we will automatically convert some or all of the policy to a Life Policy with modified TPD. We have increased the maximum amount that will be converted from \$50,000 to \$200,000 or the sum insured at expiry (whichever is lower).



Pricing changes

We believe that you should be able to structure your client's life insurance in a way that best suits their needs. To this end we are introducing a range of changes to reward clients who write multiple policies with us.

(New) calculation - large sum insured discounts across multiple policies

Where your client is the life insured of two or more of the same policy type we will recognise all of those policies when determining large sum insured discounts. This offers significant opportunities for clients who wish to split their insurance cover between super and ordinary, business and personal.

If your client applies for:

Products selected	Discount applied
Lump Sum Policy 1 + same Lump Sum Policy 2 (eg Life Cover Super + Life Cover Ordinary)	Yes
Lump Sum Policy 1 + different Lump Sum Policy 2 (eg Life Cover Super + Recovery Stand Alone)	No discount

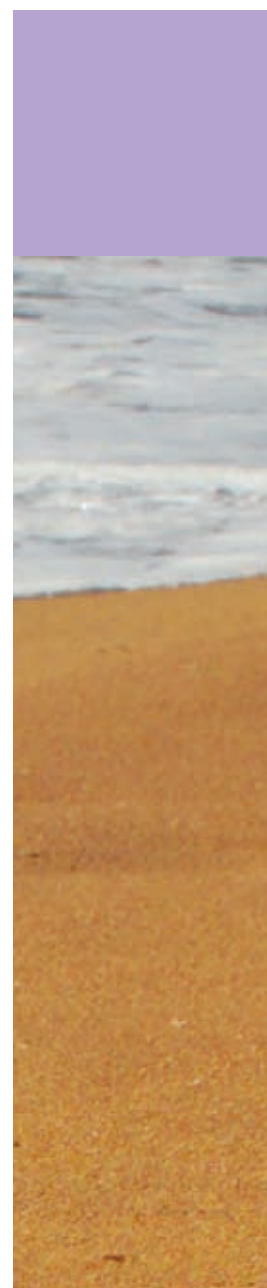
Multiple Application Discounts

(New) Multiple Application Discount for Multiple Lump Sum Products

The new lump sum multi-application discount, discounts base premiums by 5% when two or more lump sum policies of a different type are applied for.

If your client applies for:

Products selected	Discount applied
Lump Sum Policy 1 + same Lump Sum Policy 2 (eg Life Cover Super + Life Cover Ordinary)	No discount
Lump Sum Policy 1 + different Lump Sum Policy 2 (eg Life Cover Super + Recovery Stand Alone)	5% on lump sum products



Pricing changes continued



(Existing) Multiple Application Discount for Income Protection & Lump Sum Products

Where the insured applies for either an Income Protection product or Business Expenses and at the same time applies for a lump sum product, they are eligible for a 5% base premium discount off the lump sum policy.

Products selected	Discount applied
Income Protection + Lump Sum Product	5% discount on the Lump Sum Products only

Note: Your client can only receive 1 multi-application discount. Therefore if your client applies for Income Protection as well as multiple Lump Sum products they will only receive a maximum multi-application discount of 5%.

They may however also be entitled to a Multi-life discount.

(Existing) Multiple life discounts

Where immediate family members or business partners of the same business entity (spouse, parent, etc) apply for Asteron Lifeguard™ we will discount ALL policies.

Number of lives	% discount applied to each policy
2 – 4 lives	5%
5 – 7 lives	7.5%
8 or more lives	10%

Maximising Client Discounts

An example

Your client, Mr Dennis Jones applies for Life Cover, Recovery Package and Income Protector. Dennis' wife, Valerie also requires insurance cover and takes out Recovery Package and Life Cover at the same time as Dennis.

Dennis

	Lump Sum Products	Income Protection
Multi-application discount	5% **	nil
Multi-life discount	5%	5%
Total discount	10%	5%

**** As you can only receive one Multi-application discount, a discount of 5% has been applied.**

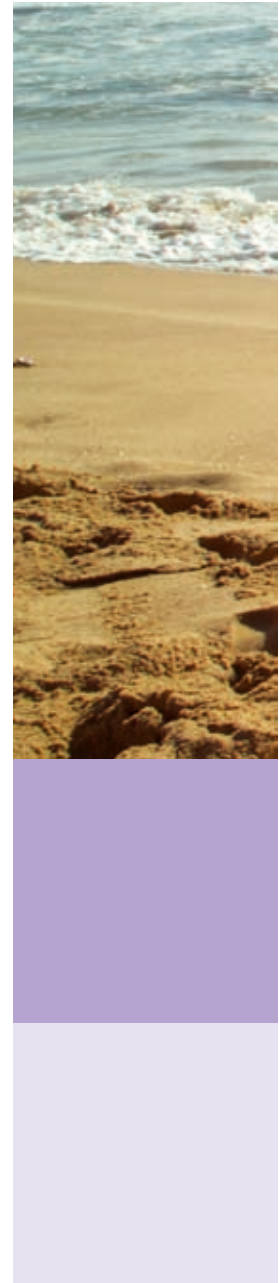
Valerie

	Lump Sum Products	Income Protection
Multi-application discount	5%	n/a
Multi-life discount	5%	n/a
Total discount	10%	n/a

Equate 6.0 will calculate the above discounts for you. The actual dollar and percentage discount is shown on the illustration.

Hint

Dennis decides to split his life cover into 2 policies (Life Cover Ordinary and Life Cover Super). Due to enhancements with calculating large sum insured discounts, Dennis' Life Cover policies will be added together to calculate the large sum insured discount for both policies.



Rewarding your clients

We've enhanced our loyalty rewards program to offer your clients even better value for money in the long term.

(Improved) Client loyalty rewards

We have improved the amount payable for both funeral and/or death under our lump sum policies. The maximum benefit has increased to \$20,000 (previously \$15,000).

Product	Benefit impacted	Value at commencement and for first 2 years	Value in 3rd and 4th years	Value from start of 5th year onwards
Life Cover Recovery Package	Funeral Advancement Benefit	\$10,000	\$12,500	\$20,000 (Improved)
TPD Stand Alone Recovery Stand Alone	Limited Death Benefit	\$10,000	\$12,500	\$20,000 (Improved)



Risk Assessment

We've improved on our December 2007 non-medical limit increases by offering more opportunities for your client to improve their cover.

(New) Newly Qualified General Practitioners and Barristers Offer

This new offer is ideal for young professionals who have recently joined the medical and legal professions either straight from completing studies or have only worked for a short period in this profession and most likely do not have any financials.

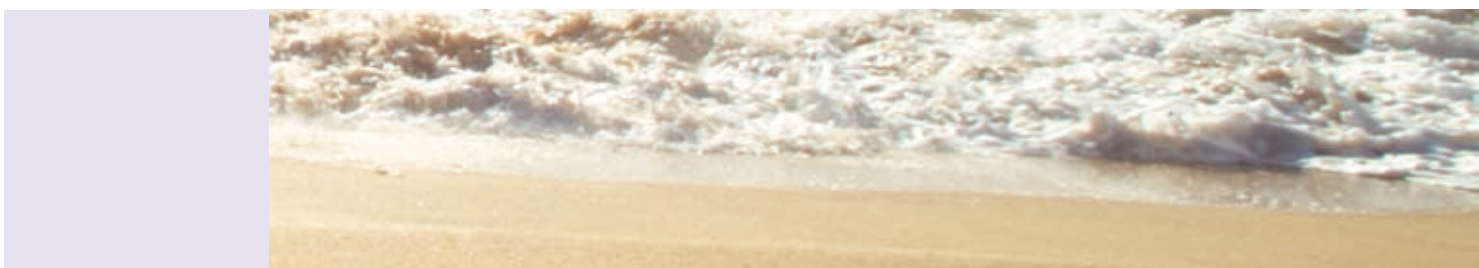
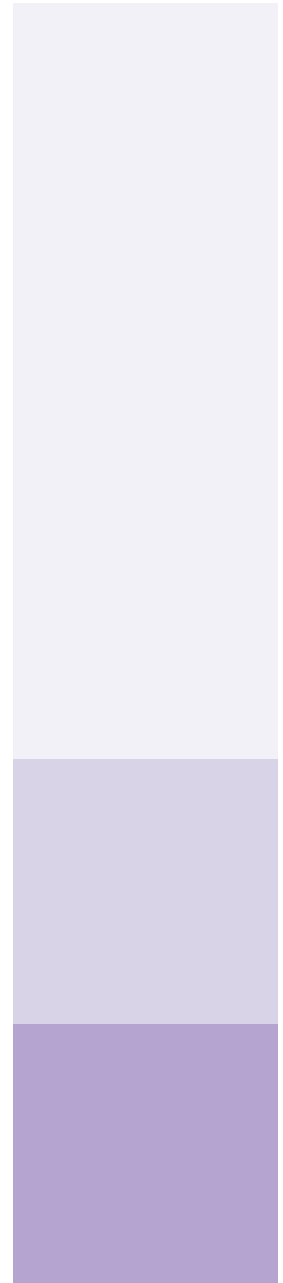
For criteria defining 'Newly Qualified General Practitioners & Barristers' please refer to the Risk Assessment Guide.

Available Cover (Income Advantage and Income Protector + Income Shield)

- » Guaranteed maximum benefit of \$6,250 per month (without the need to provide any financial evidence)
- » Agreed Value contracts are available with Financial Endorsement
- » Indemnity contracts are also available
- » Mandatory medical and financial evidence waived but subject to underwriting and disclosures on personal statement.

Available Cover (Recovery Package and Recovery Stand Alone)

- » Maximum sum insured is \$500,000.
- » Death and Own Occupation TPD are included in the Recovery Package
- » Mandatory medical evidence is waived but subject to underwriting and disclosures on the client's personal statement.



Risk Assessment continued



(New) Medical Free Increases for Agreed Value Income Protection

We now include our medical free increase benefit (Income Update Benefit) for Agreed Value Income Protection as a standard benefit within our entire income protection range. This allows annual increases in the monthly benefit of up to 10% to a maximum of 100% of the initial monthly benefit or \$20,000.



(New) Lifestyle Conversion Options for TPD Stand Alone and Recovery Stand Alone

We will allow younger clients to convert from TPD Stand Alone or Recovery Stand Alone when their family circumstances change and they require Life Cover for the first time. This allows Life Cover of an equivalent sum insured (less any existing Life Cover) to be applied for without underwriting.

Business Support

We have made significant enhancements to the accessibility of your client's information to you.

(New) Client Download for Proposals in Suspense

You are now able to download all Proposals in Suspense. This includes information previously not available through Proposal Tracking including:

- » Additional Requirement description - Code (e.g. PMAR)
- » Additional Requirement - Date Requested
- » Additional Requirement - Date Received
- » Additional Requirement - Status (Outstanding or Received).

(Improved) Client Download for in-force policies

We have enhanced client information available for in-force policies. This includes:

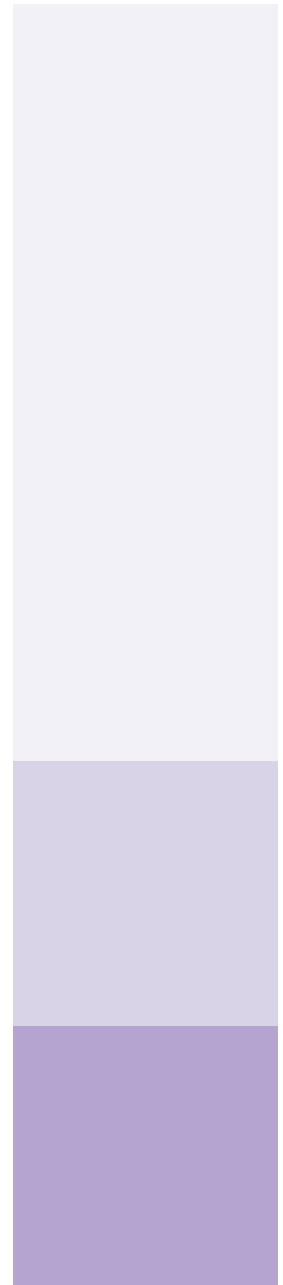
- » Exclusions
- » Premium Loadings
- » Multi-application and multi-life discounts
- » Commission type (eg. upfront, level, hybrid etc)
- » Flexi rates (if applicable)
- » Additional Requirements – this is currently not applicable for in-force policies.

(New) Life AdviserConnect™ - Proposal Tracking for increases and alterations

Proposal Tracking functionality has been enhanced to now include increases and alterations.

(Improved) Life AdviserConnect™ Accessibility

You are now able to access Life AdviserConnect™ directly from Equate including Policy Information and Proposal Tracking.



Transitional Rules

New Business

1. Applications on the new Asteron Lifeguard™ PDS Issue 2 will only be accepted for the new Lifeguard products **from the 28th April 2008** with an illustration from Equate 6.0 and **must be signed, dated and received on or after 28th April 2008**.
2. Applications on the old Asteron Lifeguard™ Insurance PDS Issue 1 will be accepted with a quote from Equate 5.3 **until 19th May 2008** provided they **are signed and dated before 28th April 2008**.
3. Any business in suspense will complete as applied for.

Note: Client data from Equate 5.3 will not be transferred to Equate 6.0. You will be able to print and save to your network from Equate 5.3 until 30 June 2008. After 30 June 2008, you will have 'read only' access to client illustrations in Equate 5.3.

Note: Applications for insurance cover to be purchased by Suncorp Portfolio Services Limited as trustee to the Suncorp Master Trust will not be accepted if the clients TFN is not quoted.

Impact on Existing Clients (retrospectivity)

Asteron continually aims to provide product improvements to existing customers.

Lump Sum products

Asteron will pass back the changes for all lump sum product in-built benefit improvements to any intermediated Asteron or Royal and Sun Alliance business to 1991.

Income Protection products

Asteron will pass back in-built income protection changes such as offsetting undisclosed insurance policies and increased Retraining Benefit to all eligible Income Protector and Income Advantage policies.

New benefits such as 10 Hours Plus, Recovery Booster and Extended Waiver of Premium will be available to be applied for from the 28th April 2008.

Note: New claims from 28th April 2008 will have the changes applied **unless the insured has a pre-existing condition**.



AT YOUR FINANCIAL SERVICE®

Important note

The information contained in this publication is of a general nature only and is intended for use by financial advisers or other licensed professionals only. It must not be handed to clients for their keeping nor can any copies of sections of this guide be given to clients. You should refer to the current Asteron Product Disclosure Statement (PDS), for full details of the product features, benefits and conditions. This material has been prepared without taking into account a potential clients objectives, financial situation or needs. Before a potential client makes a decision, a potential client should consider the appropriateness of the advice, having regard to their objectives, financial situation and needs.

Issuer

Asteron Life Limited
ABN 64 001 698 228
AFS Licence No. 237903

Level 18 Suncorp Centre
36 Wickham Terrace
Brisbane QLD 4000

T | 1800 221 727
F | 02 9978 9798
W | www.asteron.com.au

Issued June 2008