



ADVISER USE

Asteron Lifeguard[®] November 2010 enhancements

Reference guide



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CONTINUING TO INNOVATE

Over the last 12 months we've launched some truly market-leading initiatives. Our *Asteron Life!* program encourages clients to improve their health and wellbeing, while our Healthy Plus Option rewards clients for being healthy and a lower insurance risk with generous premium discounts.

Innovations such as these, together with your support, have helped cement Asteron as one of Australia's leading insurers.

They have also contributed to a string of awards, the latest being winner of 'best Life and TPD insurance' at the prestigious *AFR Smart Investor Blue Ribbon Awards 2010*.

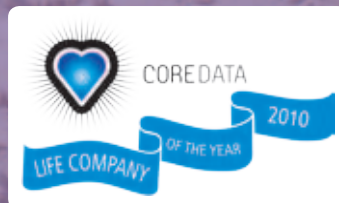
Continuing down the path of innovation, and reflecting your feedback, we're pleased to announce our latest set of enhancements.

Principal amongst these are market-leading improvements to our medical and financial underwriting requirements, including the elimination of mandatory Personal Medical Attendant Reports (PMARs) for all types of cover. We are confident that these underwriting enhancements will position Asteron as one of the easiest companies to do business with, for you and your clients.

Jordan Hawke



General Manager, Asteron







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ENHANCEMENTS QUICK REFERENCE GUIDE

Asteron Lifeguard® offers new opportunities to grow and retain your business by providing increased flexibility and more value for you and your clients.

Easier to do business with

Enhancement description	Life Cover	TPD	Recovery	Income Protection	Business Expenses
 Elimination of mandatory PMARs and specialist medicals	✓	✓	✓	✓	✓
 Elimination of mandatory ECGs (resting and exercise)				✓	✓
No mandatory medical requirements for clients aged under 55 and applying for less than \$1m Life/TPD	✓	✓			
No mandatory medical requirements for clients aged under 50 and applying for less than \$750K Recovery			✓		
No mammograms or PSA testing up to age 50	✓	✓	✓		
Improved financial requirement limits for Agreed Value				✓	

Increased value and flexibility for your clients at no extra cost

Enhancement description	Income Advantage	Income Protector	Income Shield	TPD	Recovery
Waiting period conversion for employment changes	✓	✓	✓		
Maximum monthly benefit increase – Indemnity and Agreed Value	✓	✓	✓		
Improved Recurring Disability Benefit		✓	✓		
No workers compensation payment offset for professional clients		✓	✓		
Improved method of calculating pre-disability income		✓	✓		
More flexibility whilst overseas for professional and clerical clients		✓	✓		
The requirements for buying TPD Top Up have been relaxed				✓	
Waiting period has been reduced from 6 to 3 months				✓	
Heart attack definition clarified; cancer definition improved; new medical condition introduced					✓



Market first

ENHANCEMENTS QUICK REFERENCE GUIDE *continued*

Grow your business through new opportunities

Enhancement description	Life Cover Super	Income Shield Super
Pay premiums with rollovers for policies held under superannuation through Colonial First State's FirstWrap and white label platforms	✓	✓

Enhancement description	Life Cover	TPD Stand Alone	Recovery Products	Income Protection and Business Expenses
Pay premiums outside of superannuation through Colonial First State's FirstWrap and white label platforms	✓	✓	✓	✓

EASIER TO DO BUSINESS WITH

We're thrilled to announce a set of very substantial improvements to our underwriting requirements. These remove many of the hoops you and your clients had to jump through, making the purchase of Asteron insurance a simpler and quicker process.

Medical underwriting – highlights



We've removed mandatory PMARs altogether.



We've eliminated mandatory ECGs (resting and exercise) for IP.

Other highlights include:

- No mandatory specialist medicals
- Clients aged 51-55 ANB can now apply for \$1m of Life/TPD with no mandatory medical requirements
- No mammograms and PSA tests for clients under age 50

For greater ease, we've introduced the Asteron 'own GP medical', for particular sums insured. The medical exam is to be performed by the client's usual doctor. Where the client does not have a usual doctor, they can choose one.

We have introduced the Exercise Echocardiogram, which provides a more complete and accurate assessment. Also known as a stress echocardiogram, it combines an ultrasound study of the heart with an exercise test, and is performed by a cardiologist.

For IP, we've increased the maximum monthly amount clients can apply for without medical evidence:

- Clients up to age 50 can now apply for up to \$12,500 per month without medicals
- Clients over age 50 can now apply for up to \$10,000 per month without medicals

Table 1: Medical requirements – Life Cover and TPD only

Age next birthday	(NEW) HIV/HEP B&C	(NEW) Fasting MBA	(NEW) QuickCheck	(NEW) Own GP medical Asteron version	(NEW) Exercise Echocardiogram, Full Blood Count (Inc ESR)	(NEW) Contact underwriter
up to 45	\$2,500,001	\$2,500,001	\$2,500,001	\$3,000,001	\$5,000,001	\$10,000,001
46 – 50	\$1,500,001	\$1,500,001	\$1,500,001	\$3,000,001	\$5,000,001	\$10,000,001
51 – 55	\$1,000,001	\$1,000,001	\$1,000,001	\$3,000,001	\$5,000,001	\$10,000,001
56 – 60	\$750,001	\$500,001	\$500,001	\$2,000,001	\$5,000,001	\$7,500,001
61 – 65	\$750,001	\$500,001	\$250,001	\$2,000,001	\$5,000,001	\$7,500,001
66 – 75	\$750,001	\$250,001	\$100,001	\$2,000,001	\$5,000,001	\$7,500,001

Table 2: Medical requirements – Recovery and Recovery Stand Alone

Age next birthday	HIV/Hep B&C	(NEW) Fasting MBA	(NEW) Quick-Check	(NEW) Own GP Medical Asteron version	(NEW) Exercise Echo-cardiogram	Full Blood Count (including ESR)	(NEW) Males only: PSA blood test	(NEW) Females only: results of mammogram current (within 6 months)
up to 45	\$1,000,001	\$1,000,001	–	\$1,000,001	–	\$1,500,001	–	–
46 – 50	\$750,001	\$750,001	\$750,001	\$1,000,001	–	\$1,500,001	–	–
51 – 60	\$750,001	\$500,001	\$500,001	\$1,000,001	\$1,000,001	\$1,000,001	\$1,000,001	\$1,000,001

EASIER TO DO BUSINESS WITH *continued*

Table 3: Medical requirements – Recovery Package, Recovery Stand Alone plus Cancer Cover Option

Age next birthday	(NEW) Males only: PSA blood test	(NEW) Females only: results of mammogram current (within 6 months)
up to 40	–	–
41 – 50	–	–
51 – 60	\$1,000,001	\$1,000,001

Table 4: Medical requirements – Income Protection

Age next birthday	(NEW) HIV/ HEP B&C, MBA	(NEW) QuickCheck	(NEW) Own GP medical Asteron version	(NEW) Full Blood Count (inc ESR)	(NEW) Males only: PSA blood test	(NEW) Females only: results of mammogram current (within 6 months)
up to 45	\$12,501	\$12,501	\$20,001	\$40,001	–	–
46 – 50	\$12,501	\$12,501	\$20,001	\$40,001	–	–
51 – 55	\$10,001	\$10,001	\$20,001	\$40,001	\$40,001	\$40,001
56+	\$10,001	\$10,001	\$20,001	\$40,001	\$40,001	\$40,001

Financial underwriting – highlights

- › Professional and white collar clients can now apply for \$15,000 per month agreed value without providing financial evidence
- › Manual and heavy manual clients can now apply for \$7,500 per month agreed value without providing financial evidence

Table 5: Financial evidence – Income Protection

Occupation code	(NEW) Agreed Value	Indemnity
AA, AP, LP, MP	\$15,001	\$20,001
A1	\$15,001	\$20,001
A2	\$15,001	\$20,001
B	\$7,501	\$20,001
C	\$7,501	\$20,001
S	\$5,001	\$20,001

Table 6: Financial evidence – Life Cover, TPD and Recovery

Product	(NEW) Sum insured	Requirements: Personal and Business Protection
Recovery	Up to \$1,500,000	Usually no additional requirement*
TPD	Up to \$2,000,000	
Life Cover	Up to \$2,000,000	
Recovery	\$1,500,001 to \$2,000,000	Financial Statement*
TPD	\$2,000,001 to \$5,000,000	
Life Cover	\$2,000,001 to \$6,000,000	
Life Cover	\$6,000,001 and over	Financial statement plus tax returns and full accounts for the last 2 years as listed on Equate printout*

* Refer to 'Important notes' on page 5 of the Risk Assessment Guide

INCREASED VALUE AND FLEXIBILITY FOR YOUR CLIENTS AT NO EXTRA COST – INCOME PROTECTION

Understanding the importance of IP to your business, we've made several significant enhancements. With no increase in price, Income Protector and Income Shield are now, more than ever, a great value proposition.

Income Advantage, Protector and Shield



Waiting Period Conversion for Employment Changes

Clients who select a 2 year waiting period because they have comparable insurance cover provided by an employer or superannuation fund can reduce their waiting period to 30, 60 or 90 days with no underwriting, should their other cover cease to apply.



Maximum Monthly Benefit Increase – Indemnity and Agreed Value

For all occupations we have improved our replacement ratio for cover above \$30,000 from 15% to 20%.

The new maximum monthly benefit has increased for selected professional occupations, from \$40,000 to \$60,000, with cover above \$30,000 on a 2 year benefit period.

Income Protector and Income Shield



Improved Recurring Disability Benefit

Making it easier for Income Protector and Income Shield clients to qualify for recurring disability, the period within which we'll recognise a recurring disability has been extended from 6 to 12 months.



No Workers Compensation Payment Offset (Professionals)

Payments from statutory schemes such as Workers' Compensation, Social Security and Accident Compensation are no longer offset against the monthly benefits for professional workers in Income Protector and Income Shield.



Improved Method of Calculating Pre-Disability Income

We've improved the method by which we calculate 'agreed value' pre-disability income to be in line with Income Advantage.

"Pre-disability income is your highest average monthly income for any 12 consecutive months falling between the period commencing 2 years before the policy commencement date and the start of your waiting period."

This method is more flexible than that previously used for Income Shield and Income Protector clients. It takes into account more of their earning history, and is better for people whose incomes fluctuate over time.



More Flexibility Whilst Overseas (Professional/Clerical)

We no longer require white collar claimants to return to Australia or New Zealand after 3 months on claim.

INCREASED VALUE AND FLEXIBILITY FOR YOUR CLIENTS AT NO EXTRA COST – TPD

Enhancements to our TPD products give clients more flexibility in structuring their cover. Plus, we've made things easier at claim time.

IMPROVED TPD Top Up – more flexibility

The requirements for TPD Top Up have been relaxed, giving clients greater choice and flexibility:

- › TPD Top Up can be bought separately or as additional cover
- › Base TPD minimum of \$3m has been removed as a prerequisite for TPD Top Up
- › The overall maximum amount of TPD a client can buy remains at \$5m
- › TPD Top Up remains linked to Life Cover

Availability of TPD Top Up	
Previous	Now
TPD Top Up Maximum allowable: \$2,000,000 Available as additional cover: Yes Available without base TPD: No	TPD Top Up Maximum allowable: \$2,000,000 Available as additional cover: Yes Available without base TPD: Yes
Base TPD Minimum required: \$3,000,000	Base TPD Minimum required: No minimum Maximum allowable: \$5,000,000

IMPROVED Reduced TPD waiting period

We have reduced the TPD waiting period from 6 to 3 months.

Where the client can provide medical evidence that clearly indicates that they will be unable to work for a period of at least 3 consecutive months, we will further reduce the waiting period from 3 months to 14 days.

NEW TPD conditions

We will pay the full sum insured for own occupation and any occupation TPD if the client suffered from the following conditions;

- › *Blindness*
- › *Cardiomyopathy*
- › *Chronic lung failure*
- › *Loss of speech*
- › *Major head trauma*
- › *Motor Neurone Disease*
- › *Paralysis*
- › *Primary pulmonary hypertension*

This feature is not available if the policy is owned by Suncorp Master Trust.

IMPROVED Increased entry age for TPD

The maximum entry age for clients applying for TPD (stepped premiums) has been increased from 59 to 61. This applies to TPD and TPD Stand Alone.

INCREASED VALUE AND FLEXIBILITY FOR YOUR CLIENTS AT NO EXTRA COST – RECOVERY AND CANCER



IMPROVED

Heart attack definition clarified

We have revised our definition of 'heart attack' to provide better clarity and ease of understanding at time claim, based on your feedback.



IMPROVED

Cancer definition

We have broadened our definition of cancer to include ulceration in the diagnosis of melanoma. Also, multiple myeloma has been included in the definition of cancer.



NEW

Carcinoma in situ definition

We have added a new condition for women: carcinoma in situ of the corpus uteri. This qualifies for a partial payment under the Recovery Plus Benefit and the Cancer Cover Option.



IMPROVED

Increased entry age for Recovery

The maximum entry age for clients applying for Recovery (stepped premiums) has been increased from 59 to 61. This applies to Recovery and Recovery Stand Alone.

GROW YOUR BUSINESS THROUGH NEW OPPORTUNITIES

Asteron Lifeguard® is now offered on Colonial First State FirstWrap and white label platforms.

What products are available?

CFS FirstWrap and white label super platforms offer Life Cover Super, Life Cover and TPD Super, and Income Shield Super.

CFS FirstWrap and white label investment platforms offer all other products including Asteron’s Life Cover, Life and TPD, TPD Stand Alone, Recovery and Income Protection.

Benefit for you	Benefit for your clients
<ul style="list-style-type: none"> › Hassle free premium payments, which can be funded automatically from the client’s nominated account › Flexible remuneration, with up to 116% initial commission on the basic annual premium and an ongoing commission of 11% › Dedicated support for your business including an Asteron Sales Manager, Sales Development Consultant, local underwriter, together with 1800 phone support 	<ul style="list-style-type: none"> › Opportunity to buy an award winning insurance product › An easy application process consisting of three simple steps › A choice of premium payment frequencies – monthly, quarterly, twice-yearly and annually › Clients who fund insurance premiums through a superannuation rollover receive a 15% premium rebate, offsetting the cost of future premiums

BUSINESS TRANSITION RULES

1. Applications on the new Asteron Lifeguard® PDS Issue 5 will only be accepted for the new Lifeguard® products **from 15th November 2010** with an illustration from Equate and **must be signed, dated and received on or after 15th November 2010**.
2. Applications on the old Asteron Lifeguard® PDS Issue 4 will be accepted until 3rd December 2010 provided they **are signed and dated before 15th November 2010**.
3. Any business in suspense will complete as applied for.
4. For applications created in Lifeguard® EQ before 15th November 2010 and not submitted, when the application is re-opened from 15th November 2010 you will be asked to upgrade this to Asteron Lifeguard® PDS Issue 5. To do this you will need to select 'modify details' to continue.

ABOUT ASTERON

Asteron – part of the Suncorp Group

Asteron is a key business within the Suncorp Group and a life insurance specialist in Australia and New Zealand.

Asteron has been protecting Australian families for more than 175 years, issuing the first life insurance policy in Australia in 1833 and then paying the first claim in 1837.

Asteron's broad range of life insurance products have been designed to protect you, your family and your business against the financial impacts of death, sickness or injury.

At the end of December 2009, the life insurance portfolio of Asteron in Australia comprised of more than 250,000 policies and \$440 million in force premiums. In 2009, Asteron paid more than \$228 million in total claims to around 3,400 customers Australia-wide.

About the Suncorp Group

Asteron is a Suncorp Life brand.

Suncorp Life is the life insurance, superannuation and investment, asset management and financial advice arm of the Suncorp Group.

The Suncorp Group is one of Australia and New Zealand's largest diversified financial services providers, supplying banking, general insurance and life insurance products and services.

The Suncorp Group includes well established and recognised brands such as: Suncorp Insurance, AAMI, Suncorp Bank, GIO, Apia, Vero, Shannons, Just Car Insurance, Asteron and Tyndall.

With more than 17,000 employees, Suncorp has representation in 450 offices, branches and agencies throughout Australia and New Zealand.

The Suncorp Group of companies, together are ranked 22 in Australia in terms of market capitalisation.



Contact Asteron or the Trustee

Mail	Life Customer Service GPO Box 68 Sydney NSW 2001
Phone	1800 221 727 (outside Sydney) 02 8275 3999
Fax	1300 766 833
Email	life_customerservice@asteron.com.au
Web	www.asteron.com.au

Asteron state offices

NSW/ACT Level 10 321 Kent Street Sydney NSW 2000 GPO Box 4252 Sydney NSW 2001 T 02 8275 3400 F 02 8275 3022 NSW callers outside Sydney 1800 805 241	QLD Level 4 50 McDougall Street Milton QLD 4064 PO Box 5229 West End QLD 4101 T 07 3011 8600 F 1300 363 714 QLD callers outside Brisbane 1800 177 716	WA Level 3 37 St Georges Terrace Perth WA 6000 PO Box 444 West Perth WA 6872 T 08 9320 3688 F 08 9325 2119 WA callers outside Perth 1800 799 537
VIC/TAS Level 8 15 William Street Melbourne VIC 3000 PO Box 256 440 Collins St West Melbourne VIC 8007 T 03 9245 8582 F 1300 363 702 VIC callers outside Melbourne & Tasmanian callers 1800 803 628	SA/NT Level 18 45 Grenfell Street Adelaide SA 5000 PO Box 429 Unley Business Centre Unley SA 5061 T 08 8205 5333 F 1300 652 945 SA callers outside Adelaide 1800 506 274	

Asteron Life Limited
ABN 64 001 698 228
AFS Licence No. 237903
Level 10 321 Kent Street
Sydney NSW 2000

Suncorp Portfolio Services Limited
ABN 61 063 427 958
AFS Licence No. 237905
RSE Licence No. L0002059
Level 18 Suncorp Centre
36 Wickham Terrace
Brisbane QLD 4000

