



## AIA Singapore

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## Media Release

***AIA LAUNCHES ITS FIRST DISABILITY INCOME PROTECTION PLAN WHICH  
GUARANTEES BENEFIT PAYOUT REGARDLESS OF ANY FUTURE CHANGES TO YOUR INCOME OR  
PAYOUTS FROM OTHER DISABILITY INCOME POLICIES<sup>1</sup>  
– A FIRST IN SINGAPORE***

*First-to-market features developed based on consumer insights which reflect concerns over inadequate protection, rising cost due to longer lifespan and increasing living expenses*

**Singapore, 2 July 2012** – AIA Singapore today launched AIA Premier Disability Cover, adding to its comprehensive suite of protection products and reinforcing its commitment to continually protect generations of families in Singapore.

Developed based on consumer insights amongst Singaporeans, AIA Premier Disability Cover is a disability income protection plan, a FIRST in Singapore, that guarantees benefit payout regardless of any future changes to your income or payouts from other disability income policies<sup>1</sup>.

Importantly, AIA Premier Disability Cover provides you with an income, in the event you are unable to work due either to an injury or illness<sup>2</sup>, regardless of employment status at the point of claim. This is crucial especially when Singaporeans' concerns are on underinsurance, the rising cost due to a longer lifespan and increasing living expenses.

According to the 2011 AIA Nationwide Protection Survey, while approximately six in ten Singaporeans polled claimed that they have a clear idea of how much they will need to set aside for their dependents in the event of their death or permanent disability, the survey revealed that only 14 per cent are adequately insured, as calculated based on the industry's recommendation of total coverage of approximately 10 times one's annual salary to protect the loss of income.<sup>3</sup>

AIA Premier Disability Cover complements AIA Singapore's extensive range of protection products to provide families in Singapore with adequate life, health and disability protection at different stages of their lives. The plan also has several first-to-market features which include:

- Guarantees benefit payout regardless of any future changes to your income or payouts received from other disability income policies<sup>4</sup>, in the event of disability and unable to work due either to an injury or illness
- Payout in the event of disability regardless of employment status at the point of claim
- Payback benefit of up to two times the monthly benefit to replace lost income during the deferment period
- Additional lump sum payout of 24 times the insured amount should you suffer from Catastrophic disability<sup>5</sup>

<sup>1</sup> Subject to full disclosure and upon meeting claim requirements

<sup>2</sup> Please refer to AIA Premier Disability Cover product summary for definition of Disability

<sup>3</sup> 'Protection Gap in Singapore Remains Wide' (29 March 2007) Press Release by the Life Insurance Association. Available at: [http://www.lia.org.sg/files/news/2007/03/Press\\_release\\_protection\\_29Mar07.pdf](http://www.lia.org.sg/files/news/2007/03/Press_release_protection_29Mar07.pdf)

<sup>4</sup> Subject to full disclosure and upon meeting claim requirements

<sup>5</sup> Refer to the AIA Premier Disability Cover product summary or brochure for definition of Catastrophic Disability

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- Rehabilitation Benefit which assures up to six times the insured amount per disability for recovery treatments such as occupational therapy

Mr. Tan Hak Leh, Chief Executive Officer of AIA Singapore said; “Some Singaporeans may have the misconception that disabilities usually happen to older people but this is not true. In fact, 70 per cent of ElderShield claimants are aged between 40 and 55. Majority are males who suffered disabilities due to stroke (44 per cent) and cancer (22 per cent)<sup>6</sup>. In fact, stroke is the top cause of disability in Singapore<sup>7</sup>. When such unfortunate events happen, it is important to ensure that our income remains protected in order to continue supporting our family.

Our priority is to protect generations of families in Singapore. As a key provider of insurance protection, AIA Singapore takes a pro-active role in educating Singaporeans about the need to protect their most valuable asset – the ability to earn an income – so that they can continue to support their family and maintain their current lifestyle.”

Added Mr. Lim Soon Hock, Chairman of the National Family Council, “A strong and resilient family unit provides a bedrock of support and shelter for an individual. One of the components that make up a strong family unit is financial resilience. The National Family Council will continue to work with AIA Singapore and other relevant partners to educate Singaporeans about the importance of financial resilience so as to build happy, stable homes.”

To ensure the overall well-being of families across generations, AIA Singapore is also supporting the Jurong Lake Run 2012 on 8 July 2012 as a Presenting Sponsor. Close to 500 AIA staff, AIA Financial Services Consultants (FSCs) and family members are taking part in the run. AIA FSCs are also extending the invitation to customers and their families to participate in this community event.

AIA Singapore also introduced the Pledge for L.I.F.E. interactive Facebook contest to get Singaporeans to improve their lifestyles by Living It Fully Everyday. Each person who pledges can invite family and friends to support them by offering incentives, encouragement, and by donating to the Children’s Cancer Foundation. The contest, which will end on 17 July 2012, is accessible via the AIA Singapore Facebook page: <https://www.facebook.com/AIASingapore>.

The Facebook page which has over 8,000 fans to date also includes a secure ‘Contact us’ tab which policyholders and the online community can use to inquire about new and existing insurance, savings and investment plans by AIA Singapore. Through this initiative, AIA Singapore hopes to reach out to families in Singapore and help them bridge their underinsurance gap.

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<sup>6</sup> Shield against costs of long-term care. Source : Straits Times 17 April 2011

<sup>7</sup> ‘Supervised therapy helps stroke patients recover faster’ (29 March 2012) Poon Chian Hui. The Straits Times. Available at: [http://www.straitstimes.com/BreakingNews/Singapore/Story/STIStory\\_782958.html](http://www.straitstimes.com/BreakingNews/Singapore/Story/STIStory_782958.html)

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**About the AIA Group**

AIA Group Limited and its subsidiaries (collectively “AIA” or “the Group”) comprise the largest independent publicly listed pan-Asian life insurance group in the world. It has wholly-owned main operating subsidiaries or branches in 14 markets in Asia Pacific – Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau and Brunei and a 26 per cent joint venture shareholding in India.

The business that is now AIA was first established in Shanghai over 90 years ago. It is a market leader in the Asia Pacific region (ex-Japan) based on life insurance premiums and holds leading positions across the majority of its markets. It had total assets of US\$114,461 million as of 30 November 2011.

AIA meets the savings and protection needs of individuals by offering a range of products and services including retirement planning, life insurance and accident and health insurance. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents and employees across Asia Pacific, AIA serves the holders of more than 24 million individual policies and over 10 million participating members of group insurance schemes.

AIA Group Limited is listed on the Main Board of The Stock Exchange of Hong Kong Limited under the stock code “1299” with American Depositary Receipts (Level 1) traded on the over-the-counter market (ticker symbol: “AAGIY”).

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