



AIA Singapore

1 Robinson Road, AIA Tower
Singapore 048542
T : 1800 248 8000

AIA.COM.SG

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Media Release

AIA SINGAPORE BOOSTS MORTALITY AND CRITICAL ILLNESS PROTECTION FOR YOUNG FAMILIES WITH AIA GUARANTEED PROTECT PLUS (II) AND AIA MUM2BABY PROTECT

Providing high levels of protection with premium flexibility, and the ability to extend guaranteed lifetime protection to the unborn child to help bridge Singapore's underinsurance gap

Singapore, 24 May 2018 – AIA Singapore today launched the AIA Guaranteed Protect Plus (II) (AIA GPP (II)), alongside the AIA Mum2Baby Protect bundle, to offer young families with enhanced coverage in view of increased lifestyle and household needs, rising healthcare costs, and more incidences of critical illnesses (CI).

Today, Singaporeans are facing a 20 per cent mortality protection gap and 80 per cent CI gap, according to the Protection Gap Study 2017¹.

“Young families today tend to have higher protection needs due to greater financial commitments, which continue to evolve in tandem with their different life stages. It is crucial to ensure that their protection needs are met so that their quality of life will not be drastically affected when an unfortunate event occurs. This is why AIA Singapore is constantly enhancing its products and services based on deep customer insights to enable them to live healthier, longer, better lives,” said Ms Ho Lee Yen, Chief Customer & Marketing Officer of AIA Singapore.

AIA GPP (II) is a limited premium payment participating whole life plan with high protection cover against death and total permanent disability. This plan also gives our customers added financial security with guaranteed cash value that accumulates over time.

Over the last decade, AIA Singapore has consistently delivered one of the strongest returns, outperforming industry averages. In April 2018, AIA Singapore also announced S\$494 million in par fund bonuses projected for the year², with more than 70,000 policies benefiting from a bonus scale increase, some of which with bonus rates that are higher than illustrated at point of sale.

AIA GPP (II) provides high levels of protection while maintaining affordability with premium flexibility.

- With the unique multiplier benefit, customers can choose to boost their protection coverage by 2X, 3X or 5X up to age 65 or 75 and thereafter continue to enjoy life protection up to age 100.
- Customers have a choice of three different premium payment terms – 12 years, 20 years or pay till the age of 65 or 75 depending on your selected boosted coverage, while getting protection for life.
- Options to cover against a wide range of early, intermediate, major stage CIs with the **highest in market Early CI coverage of S\$350,000**.

AIA GPP (II) provides customers with the choice to supplement their protection with CI riders, such as the Early Critical Protector Life (II) (ECPL (II)) or Critical Protector Life (II) (CPL (II)), offering financial protection against early, intermediate and critical stages of CIs, as well as child critical illnesses. On top of this, the critical illness riders will enjoy the same boosted coverage (2X, 3X or 5X) as chosen in the AIA GPP (II) plan.

¹ LIA Protection Gap Study 2017 http://lia.org.sg/system/files/news/2018/04/2017_Protection_Gap_Report_v20180426.pdf

² AIA S'pore to pay out S\$494 million in policy bonuses (Apr 3, 2018). The Straits Times. Available at: <https://www.straitstimes.com/business/aia-spore-to-pay-out-494m-in-policy-bonuses>



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CI riders to supplement customers' protection.

- The ECPL (II) offers financial protection against early, intermediate and major stage CIs up to age 100, and covers 104 CI conditions with a payout of up to S\$350,000 on early and intermediate stage CI conditions. This includes coverage for 5 special conditions, such as osteoporosis and diabetic complications, with a payout of up to S\$25,000 for each condition.
- With the ECPL (II) rider added on to the child's AIA GPP (II) plan when the child is age 0-15, it will automatically come with the child critical cover which covers the child until he/she is age 21, providing protection against 16 child critical illnesses and 9 special conditions including Attention Deficit Hyperactivity Disorder (ADHD), Autism and Dyslexia. **AIA Singapore is the first in market to cover all three behavioural conditions.**
- The CPL (II) offers financial protection against 43 major stage CI conditions up to age 100.

In addition to recent trends and the underinsurance gap facing Singaporeans, costs of raising a family and pregnancy complications are amongst top concerns of young families in Singapore, according to the AIA Parenthood and Protection Study 2017³.

In response to these concerns, **AIA Mum2Baby Protect** is offered to young parents in Singapore, consisting of a participating plan (AIA GPP (II)) and a prenatal rider (AIA Baby Protect Plus rider), suitable for those seeking high levels of protection, including early, intermediate, major stage as well as child critical illness coverage with opportunity for cash value accumulation.

With AIA Mum2Baby Protect, both mother and child will receive protection from as early as 13 weeks of pregnancy. The pre-natal rider provides coverage against pregnancy complications and congenital illnesses while offering the comfort of financial assistance should hospitalisation be required.

AIA is the first in Singapore to offer a bundle providing customers with the flexibility to transfer a participating plan - AIA GPP (II) and all applicable riders – such as the ECPL (II) or CPL (II) riders - to the child within 60 days from birth with no medical questions asked, thus, giving the assurance of guaranteed lifelong coverage before the child is born. **AIA Singapore is also the first in market to allow transfer of early and intermediate CI coverage.**

³ AIA Parenthood and Protection Study 2017 was commissioned by AIA Singapore and conducted by YouGov Singapore Pte. Ltd. in 2017



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	AIA Baby Protect Plus
Benefits for expectant mother	S\$5,000 / S\$10,000 for pregnancy complications. S\$100 / S\$200 per day of hospitalisation (Up to 30 days)
Benefits for newborn	S\$5,000 / S\$10,000 for congenital illnesses S\$100 / S\$200 per day of hospitalisation (Up to 30 days)
Pregnancy complications covered	10 Conditions <i>(Please refer to appendix A for the full list of conditions)</i>
Congenital illnesses covered	23 Conditions <i>(Please refer to appendix A for the full list of conditions)</i>

AIA GPP (II) is integrated with AIA Vitality, the first innovative behavioural science-backed wellness programme designed to encourage policyholders to adopt and live healthier lifestyles, by providing incentives and rewards for making healthy choices in their everyday lives. AIA customers can take an active role in improving their health through three steps: Know your health, Improve your health and Enjoy the rewards. With AIA Vitality, policyholders can enjoy free additional coverage of up to 25% on top of their original coverage amount, known as PowerUp Dollar⁴, right from the start of the policy which may change every year - the higher the AIA Vitality status, the more additional coverage the policyholder will receive.

The launch of these breakthrough products through deep insights further cements AIA Singapore's commitment to bridge the protection gap and invest in the health of Singaporeans.

- The End -

About AIA

AIA Group Limited and its subsidiaries (collectively "AIA" or the "Group") comprise the largest independent publicly listed pan-Asian life insurance group. It has a presence in 18 markets in Asia-Pacific – wholly-owned branches and subsidiaries in Hong Kong, Thailand, Singapore, Malaysia, China, Korea, the Philippines, Australia, Indonesia, Taiwan, Vietnam, New Zealand, Macau, Brunei, Cambodia, a 97 per cent subsidiary in Sri Lanka, a 49 per cent joint venture in India and a representative office in Myanmar.

The business that is now AIA was first established in Shanghai almost a century 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\$216 billion as of 30 November 2017.

AIA meets the long-term savings and protection needs of individuals by offering a range of products and services including life insurance, accident and health insurance and savings plans. The Group also provides employee benefits, credit life and pension services to corporate clients. Through an extensive network of agents, partners and employees across Asia-Pacific, AIA serves the holders of more than 30 million individual policies and over 16 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").

⁴ PowerUp Dollar may increase or decrease at each policy anniversary depending on the insured's AIA Vitality status.



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Contact: Joanna Ash

6530 0863

Joanna-TM.Ong-Ash@aia.com

Dawn Teo

6530 0875

Dawn-my.teo@aia.com

Appendix A:

10 Pregnancy Complications	23 Congenital Illnesses
<ul style="list-style-type: none">• Abruptio Placentae• Amniotic Fluid Embolism• Disseminated Intravascular Coagulation• Fatty Liver of Pregnancy• HELLP Syndrome (Haemolysis, elevated liver enzymes, low platelet count)• Placenta Increta/Precreta• Postpartum Haemorrhage requiring Hysterectomy• Pre-Eclampsia or Eclampsia• Still birth• Uterine Rupture	<ul style="list-style-type: none">• Absence of Two Limbs• Anal Atresia• Atrial Septal Defect• Biliary Atresia• Cerebral Palsy• Cleft Palate/Cleft Lip• Club Foot• Congenital Blindness• Congenital Cataract• Congenital Deafness• Congenital Diaphragmatic Hernia• Congenital Dislocation of Hip• Development Dysplasia of the Hip• Down's Syndrome• Infantile Hydrocephalus• Patent Ductus Arteriosus• Retinopathy of Prematurity• Spina Bifida• Tetralogy Fallot• Tracheo-Esophageal Fistula/Esophageal Atresia• Transposition of Great Vessel• Truncus Arteriosus• Ventricular Septal Defect