



**VISION**  
For Daughter's Marriage

**IGI Life**

**Marriage expenses are  
rising continuously**

**How do you plan to  
meet your Daughter's  
Marriage Expenses?**

***We have a solution***

# VISION For Daughter's Marriage

IGI Life Insurance Limited has marked the entry of IGI Financial Services (part of Packages Group) into the Life Insurance arena through acquisition of controlling shares in American Life Insurance Company (Pakistan) Limited in April 2014. Acquisition by Packages Group makes IGI Life one of a kind life insurance provider in Pakistan as IGI Life's multinational heritage is now coupled with the experience of Packages group which is one of the most reputed business conglomerates having several joint ventures with leading global brands in the FMCG, Pharmaceutical and Packaging sectors. IGI Life's current product suite includes Life Insurance plans, Accident & Health Insurance and Employee Benefit Solutions. IGI Life is also amongst the first few companies who commenced Family Takaful business in 2015 under Window Takaful Operations enabling the Company to offer Shari'ah compliant solutions. Believing in fair play and an adherence to high ethical standards, IGI Life continues to provide consumers and businesses with life insurance, accident and health insurance, retirement planning, family takaful and wealth management solutions. At IGI Life, our covenant with the customers will always be to provide the best insurance solutions in Pakistan. Thus we continue to achieve success through a total commitment to customer satisfaction, a highly professional attitude toward prudent underwriting and sound management practices. We strive to create value for our customers and shareholders as we believe in a long term relationship built on strong foundations.

**IGI**

Financial Services

Insurance | Investment Bank | Securities | Life



## How does Vision for Daughter's Marriage (VDM) Work?

VDM is a unit linked plan. It is designed to generate funds to meet your daughter's marriage expenses. The Target Marriage Fund, i.e., the amount of money that would be required for your daughter's marriage should be estimated taking into account the current level of marriage expenses and the expected future inflation.

The premiums will be payable from the date you buy the policy until the time you need the funds for the marriage. This period can vary from 10 years to 25 years. At the end of this period, the accumulated account value will be paid to you.

The required Basic Premium will depend on the following particulars:

- **Years to Marriage (premium paying period)**
- **Target Marriage Fund**
- **Your Present Age**

## What happens in case of death or disability of the owner before completing the premium paying period?

VDM provides insurance protection at reasonable additional premium that guarantees payment of all the future premiums from the date of death or disability of the owner. This means, IGI Life would continue premium payments as originally planned even if the owner is disabled or not there, God forbid. This benefit is covered by Family Protection Benefit rider (FPR). Company may restrict issuance of FPR rider depending on insurability of the owner.

## Is it necessary for me to submit any evidence of good health or undergo medical examination to buy VDM?

Yes, evidence of good health will be required. You and/or your child may also have to undergo medical examination depending on the coverage amount, age and health condition of the proposed insureds.

## What is Unit linked Life Insurance?

Unit linked life insurance policy provides you the opportunity to participate in stock market linked investments, while enjoying the benefits of life insurance. The investments are expressed in terms of number of units and unit price of investment sub-accounts under a range of investment strategies for you to choose from. Investment in a sub-account is made by buying its units at the Offer Price. The value of the investment sub-account is the number of units held in that sub-account times its Bid Price. The Offer Price is higher than the Bid Price by a percentage referred to as the BidOffer spread.

## What are the investment strategy choices I have?

VDM offers five different investment strategies for its customers. These strategies are designed in a manner so as to give the best possible return to you on your invested funds. The plan also allows you to create your own investment strategy by choosing the investment

strategies most suited to your needs. VDM also allows you to switch investment strategies during the policy tenure. This way you can keep your investments safe and growing according to the changing market conditions. The investment strategies are given below:

### • **Secure Strategy**

Secure strategy aims to preserve capital through investment in sovereign bonds only. This strategy is ideal for individuals who are investment risk-averse.

### • **Conservative Strategy**

The underlying assets include government and/or other secured investments. There will be no exposure to stock market under this strategy.

### • **Balanced Strategy**

This strategy seeks steady growth of capital through a combination of investments in stocks and government securities and/ or other secured investments.

### • **Aggressive Strategy**

This strategy seeks to provide long term capital growth mainly through investments in equities.

### • **Shariah Compliant Strategy**

This strategy conforms to Shariah by



investing in Shariah compliant instruments/assets, as determined by the Shariah Board appointed by IGI Life or by an issuer, as the case may be.

Please note that investment risk shall be borne by the policy owner and actual maturity or surrender values may be lower or higher than the projected figures.

## How will my account value build up by the premiums I pay?

The percentages of premium you wish to allocate to the investment sub-account (net of premium related expenses) will be applied to buy units of those sub-accounts at the applicable Offer Price. The units purchased will be credited to the appropriate sub-accounts representing the investment sub-accounts. Each time you pay premium, more units are added to your sub-accounts. The number of units added will depend on the Offer Price of the unit on the day of purchase.

To pay for the monthly management charges, administration charges, cost of insurance, if any, and premium for supplementary contracts, if any, deductions will be made each month from the sub-accounts on a proportionate basis by cancelling the equivalent number of units at the Bid Price of the sub-accounts.

Your account value at any point in time will be the aggregate of the investment sub-account values. The value of an investment sub-account is the number of units held times the Bid Price of that Sub-account.

## What will be the impact on my account value if I stop paying premiums?

The monthly deductions for expenses and cost of insurance where applicable will continue to be made from the sub-accounts, whether or not you pay the premium. If you stop paying premiums, the number of units in each subaccount will continue to deplete.

Your policy will terminate if the aggregate

value of the sub-account is insufficient to cover the monthly deductions. As such, it is advisable not to stop premium payments under the policy.

## What percentage of the premium I pay is allocated to my account value?

The proportion of Premiums allocated to Account Value is as follows:

| Policy Year | %Allocation of Premium to Account Value |
|-------------|---|
| 1           | 30%                                     |
| 2           | 80%                                     |
| 3           | 90%                                     |
| 4 onwards   | 100%                                    |

## Is there any Incentive to continue premium payment?

For continuing your plan, without any breaks for a period of more than five years, you will be entitled to extra unit allocation. This will be in the form of extra units allocated to your unit account each year. With these extra units, your investment fund will grow at a pace faster than what you are paying at. The extra unit allocation, as a proportion of basic plan premium is as follows:

| Policy Year | %Allocation of Premium to Account Value |
|-------------|---|
| 6 onwards   | 4%                                      |

## What other charges are deducted from my account value?

The following charges are deducted.

|                           |   |
|---------------------------|---|
| <b>Management Charge</b>  | 0.125% of Account Value per month                         |
| <b>Bid/ Offer Spread</b>  | 5%  |
| <b>Administration Fee</b> | PKR 75 per month  |
| <b>Transfer Fee</b>       | PKR 500 for each transfer between investment sub-accounts |
| <b>Processing Fee</b>     | PKR 500 on each partial withdrawal and complete surrender |

### Would I be able to make withdrawals from my account value at any time?

Yes, you may make withdrawals from your account value after the policy has been in force for at least 5 years, subject to minimum and maximum withdrawal amounts as per Company rules. The withdrawal can be from one or more investment sub-accounts as determined by you and will be processed by cancelling the appropriate number of units of the investment sub-account(s). The withdrawal amount payable would be the number of units cancelled times the applicable Bid Price.

The account value as well as the Coverage Amount will be reduced by the amount of withdrawal.

Since VDM is for the purpose of accumulating funds for marriage of your daughter, it is not advisable to make withdrawals.

### What is the difference between the account value and net cash surrender value?

Net cash surrender value equals the account value less a surrender charge and any amount due to the Company. The surrender charge depends on the policy year. The policy acquires cash value after two policy years.

### What other riders can I attach to the plan to enhance benefits payable on death or disability?

In addition to the above mentioned benefits, customers of Vision for Daughter's Marriage can choose from the following range of supplementary benefits:

• **Income Benefit – Death (IBR-Death):** A monthly income benefit will be provided to the designated beneficiary following the death of the owner up to the end of the elected term.

• **Income Benefit – Disability (IBR-Disability):** A monthly income benefit will be provided following the permanent and total disability of the owner up to the end of the elected term.

### • Permanent and Total Disability (PTD):

In the event the owner suffers permanent and total disability, the PTD benefit amount is paid in 3 installments of 20%, 30% and 50% over a period of 24 months during the continuance of disability. In case the owner dies before receiving all the installments, the remaining installments are payable in a single lump sum.

• **Accident Care Benefit (ACB):** This rider pays an additional benefit in case of accidental death, disability or dismemberment.

### • Accidental Medical Reimbursement (AMR):

This rider provides protection for reasonable, customary and necessary medical expenses in or out of hospital that are made necessary by accident. AMR can be chosen if ACB has been opted for.

### Inflation Protection

Under this option, the premium will escalate every year by a percentage of the previous year's premium.

The Policy Owner may cancel the increase in Premium by giving notice in writing on any policy anniversary and paying the Premium without the increase. If the Policy Owner once cancels the increase, the facility will no longer be available.



### Investment Top Ups

This is a regular premium plan but also gives the flexibility to top-up the savings by depositing surplus funds as lump sum top up premium in the plan. These payments can be made at any time during the policy term.

### Can I have estimates of the account values at different durations up to the maturity date?

An Illustration will be provided assuming three different unit Bid Price growth rates to give you an idea of your account value at different durations up to maturity.

The following example portrays the expected cash value for a child of 5 years of age with a basic annual premium of PKR 100,000, and with a Coverage Multiple of five. The Projected Cash Values

are as follows:

| Years | Expected Rate of Return @ 6% |            | Expected Rate of Return @ 8% |            | Expected Rate of Return @ 10% |            |
|-------|------------------------------|------------|------------------------------|------------|-------------------------------|------------|
|       | Death Benefit                | Cash Value | Death Benefit                | Cash Value | Death Benefit                 | Cash Value |
| 5     | 500,000                      | 420,883    | 500,000                      | 442,905    | 500,000                       | 465,898    |
| 10    | 1,086,321                    | 1,085,821  | 1,202,798                    | 1,202,298  | 1,332,508                     | 1,332,008  |
| 15    | 1,914,955                    | 1,914,455  | 2,243,232                    | 2,242,732  | 2,634,839                     | 2,634,339  |
| 20    | 2,947,585                    | 2,947,585  | 3,668,718                    | 3,668,718  | 4,593,098                     | 4,593,098  |

Please note that all the amounts shown in the illustration are only projections and are not guaranteed. Actual growth can be more than or less than the illustrated value.

### What if the child dies during the premium paying period?

God forbid, in case of child's death during premium paying term, the accumulated account value or the coverage amount, whichever is higher will be paid to the beneficiary.

**Disclaimer:** IGI Life refers to IGI Life Insurance Limited. Your relationship is with IGI Life. In turn, IGI Life makes investments in line with the strategies you have chosen, and your Policy Account Values will reflect the performance of the strategies you select. The Investment Account earnings will fluctuate up or down and principal and investment returns are not guaranteed. In order to continue to best serve its Policy Owners, or in the event of change in applicable legislation, IGI Life may add, combine, or delete sub-accounts and/or funds, which back the investment strategies without notice to its Policy Owners. As the Policy Owners' investments are made with IGI Life, in Vision for Daughter's Marriage, rest assured that IGI Life's obligations to its individual Policy Owners under Vision for Daughter's Marriage will not be altered or amended by any such change. Past performance of funds is not necessarily a guide to future performance. Any forecast made is not necessarily of future or likely performance of the funds. The investment risk shall be borne by the policyholder and actual maturity or surrender values may be lower or higher than the projected figures.

The Investment Strategies and Investment sub-accounts offered are subject to the Company's ability to invest in mutual funds or in any other investment instruments.

Please note that at all times your investment is in your IGI Life Policy and the various Investment Strategies it offers. IGI Life is the investor and owner of units in any Fund it currently uses to achieve investment goals on your behalf. Neither IGI Life nor any of its affiliates, agents or representatives is giving investment advice in relation to any of the Investments Strategies and/or in connection with the underlying Funds used to achieve the investment goals selected by the Policy Owner. Neither IGI Life nor any of its affiliates, agents or representatives is giving any professional advice regarding the compatibility of the Underlying Funds with any set of religious precepts or guidelines.

*This is a brochure not a contract. The detailed terms and conditions are stated in the Policy document.*

A Packages Group Company

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