## About Vitality Group

Guided by the core purpose of making people healthier, Vitality is the leader in improving health to unlock outcomes that matter. By blending smart tech, data, incentives, and behavioural science, we inspire healthy changes in individuals and organisations. Vitality brings a global perspective through successful partnerships with the smartest insurers and most forward-thinking employers around the world. More than 20 million people in 30 countries engage in the Vitality programme.

#### Today, the Vitality program impacts over 20m lives in 30 markets



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Pakistan's first active life insurance

**IGI Life Smart Wealth Plan** 

"The groundwork for all happiness is good health." - Leigh Hunt.

We all know the importance of living healthy, but most of us find it difficult to live up to our aspirations. IGI Life has teamed up with Vitality from South Africa to help you on the journey towards a healthier you! Our Smart Wealth Plan not only protects your financial future, it also rewards you for living healthy through the integrated Vitality programme.

We invite you to join over 20 million members (and growing) around the world who use Vitality to make themselves healthier and enhance and protect their lives.

**Disclosure of product:** This is a life insurance product which has two distinct elements i.e. Insurance Protection and Investment. The Investment Component is linked to the performance of underlying assets under unit-linked fund(s).

### IGI Life Smart Wealth Plan

The Smart Wealth Plan is a smart investment plan that is linked to the Vitality wellness programme. Based on the shared value insurance model, this plan encourages you to lead a healthier life and offers you attractive rewards for doing so.

The plan consists of two core aspects:

- Vitality: focuses on wellness by providing you with an understanding of your current health status and incentivises you to improve your health.
- Insurance coverage: caters to your need for financial security and provides investment opportunities.

### Free Look Period

If you cancel your policy within a free look period of 14 days from the date of receipt of the policy documents, you are entitled for a full refund of premium less any expenses incurred by IGI Life in connection with your medical or clinical examinations.





# How is IGI Life Vitality Different from Traditional Life Insurance?

Traditional Life Insurance	<u>IGI</u> <i>Vitality</i> Smart Wealth Plan
Focused on fear of death, morbidity/disability	Focused on leading a healthy and active life
Commoditised product (life insurance policy)	Differentiated insurance plan + healthy and active lifestyle
Long-term investment, no short-term benefit	Long-term investment + Active Rewards on weekly basis + Up to 100% cashback on wearable device* + Annual Integrated Benefit*
Protects future of policyholder's family	Protects future of policyholder's family + leads to an improved healthy and active lifestyle of the policyholder
Mobile app only for policy details and general information	Mobile-led strategy, IGI Life Vitality App linked to device**
No focus on health	Focuses on health through screening assessments via Vitality Health Check + Vitality Health Review + Vitality Nutrition Assessment + Non-smokers' Declaration + Vitality Age
Low involvement product through yearly transactional relationship only	High involvement product through weekly engagements

<sup>\*</sup>Terms and Conditions apply

<sup>\*\*</sup> It is recommended to use a wearable device but your mobile can still track your physical activity through Samsung Health App for Android and Health App for iOS. For details, kindly call UAN (+92-21) 111-111-711. Terms and Conditions apply.

# A Mobile-led Strategy

The programme is based on the shared-value approach that incentivises you to manage your health. It helps you get healthier by giving you tools, knowledge, access and motivation to improve your health, and is based on a three-pronged approach:

- Know your health
- Improve your health
- Enjoy the rewards

The IGI Life Vitality App is the primary tool for engagement that helps you achieve your goals by monitoring your activity and allowing you to redeem attractive rewards along the way. You can download the IGI Life Vitality App on your Android or iOS mobile device.\*

Register on the IGI Life Vitality App using your email ID and insurer code that is provided in the welcome email after you purchase the policy.

#### 1. Know Your Health

- Vitality Health Check
- Vitality Health Review
- Vitality Nutrition Assessment
- Non-smokers' Declaration
- Vitality Age

#### 3. Enjoy the Rewards

- Weekly Rewards (Active Rewards)
- o Easy Tickets
- o Foodpanda
- o Mobile Top-Up
- Monthly Reward

   Up to 100% cashback on wearable device.\*\*
- Annual Reward o Integrated Benefit





#### 2. Improve Your Health

- Earn physical activity points and get weekly rewards
- Receive points for completing the Know Your Health section, falling within the healthy range and completing your physical activity targets. The Vitality Active product consists of 4 statuses:
- o Bronze
- o Silver
- o Gold
- o Platinum

## Know Your Health

The 'Know Your Health' component educates you about the lifestyle risks you may be exposed to.

#### Vitality Health Check

The Vitality Health Check is a set of essential health screening and preventive tests, including Body Mass Index (BMI), Blood Glucose, Blood Pressure and Total Cholesterol.\*

#### Vitality Health Review

The Vitality Health Review is used to evaluate general health, social and lifestyle habits.



#### Vitality Nutrition Assessment

The Vitality Nutrition Assessment questionnaire consists of the following three sections:

#### Daily meals

What is your daily food pattern and routine?

#### Vitality Nutrition Assessment

#### Lifestyle choices

What lifestyle habits influence your food choices?

#### Food choices

What are your food preferences in terms of ingredients and nutrients?

After completing this questionnaire, you receive feedback and suggestions on how to improve your daily nutritional intake.

#### Non-smokers' Declaration

To qualify for the non-smokers' points, you must not have smoked any tobacco products as specified in the terms and conditions.

#### Vitality Age

Your Vitality Age is an overall measure of your personal health and might not match your chronological age.

\*Actual test results to be uploaded through the App.

## Improve Your Health

This component provides you with customised activity targets and incentivises you to improve your health. Based on your current health status, you will receive weekly physical activity targets which will eventually translate into targets based on your past performance.\*

To monitor your physical activity, it is recommended that you use a wearable device with an in-built pedometer and a heart rate monitor. You can only use devices mentioned in the terms and conditions.\*\*



## Enjoy the Rewards

IGI Life Vitality incentivises you to maintain an active lifestyle in the form of weekly, monthly and annual rewards.

#### Weekly Active Rewards

Reach your weekly physical activity target and choose an Easy Tickets voucher to watch a movie for half the price OR a Foodpanda voucher worth PKR 500 for a healthy meal OR Easy Tickets Mobile Top Up voucher worth PKR 500 that can be credited to any GSM network based mobile number within Pakistan.

These vouchers are delivered to the IGI Life Vitality App.

#### Monthly Active Reward

 Up to 100% cashback on the wearable device purchased through IGI Life.\*

#### Annual Reward (Integrated Benefit)

Based on your Vitality status, you qualify for the Integrated Benefit on every policy anniversary. This benefit accrues annually and is credited into your account value on every 5th policy anniversary.



<sup>\*</sup>For details, kindly call our UAN (+92-21) 111-111-711. Terms and Conditions apply.

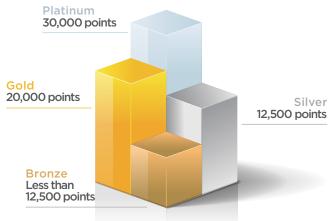
<sup>\*\*</sup>Your mobile can still track your physical activity through Samsung Health App for Android and Health App for iOS.

<sup>\*</sup>Terms & Conditions apply

# Vitality Status

Earn Vitality Points for learning more about your current health status and taking steps to improve it.

As you earn points, you will achieve a higher Vitality Status. The Vitality Active product consists of four statuses:



#### Earn Vitality points through health screenings

			BONUS		
	Know Your Health	Points	Bonus points for 60+	Frequency of points allocation	Points limit (per membership year)
Assessments	Vitality Health Review	1,000	0	Annual	1,000
	Vitality Nutrition Assessment	500	0	Annual	500
	Non-smokers' Declaration	1,000	0	Annual	1,000
Screening and Prevention	Vitality Health Check	1,250 for each result + 2,500* for each result within the healthy range	1,250 for each result within the healthy range	Annual	15,000 - under 60 20,000 - over 60
Total Vitality Points					17,500 - under 60 22,500 - over 60

\*You will earn 2,500 points if your Vitality Health Check tests are within the healthy range.



	Duration and Heart Rate	Points awarded	Over 60 year of age
Moderate (60+)	20 minutes of physical activity at 60% of age-related max heart rate	0	50 Booster points
Moderate	30 minutes of physical activity at 60% age-related max heart rate	100	50 Booster points
	30 minutes of physical activity at 70% age-related max heart rate	200	50 Booster points
Vigorous	60 minutes of physical activity at 60% age-related max heart rate	200	50 Booster points
Extended Duration	60+ minutes at 70% age-related maximum heart rate	300	50 Booster points
Vigorous	90+ minutes at 60% age-related maximum heart rate	300	50 Booster points



# Wearable Device Cashback

Your monthly IGI Life Vitality points target represents the amount of physical activity you need to do each month. Reach your monthly points threshold and earn the applicable cashback percentage on your wearable devices bought through the programme.



You will be eligible for up to 100% cashback over a period of 24 months on wearable devices, subject to meeting your monthly physical activity targets. The above-mentioned discount is only available for IGI Life Vitality customers. You can use your own device to track your heart rate; however, cashback is only available on wearable devices purchased through the programme.

# The IGI Life Vitality Customer Journey



Ali likes the idea of a life insurance that protects his family and rewards him for being active as well. He contacts IGI Life through the helpline (+92-21) 111-111-711.

Ali signs up for the Plan and receives his welcome kit.

Ali also purchases a wearable device since he wants to earn the monthly cashback on the device.\*

Ali downloads the IGI Life Vitality App and completes his registration process. He then syncs his Samsung Galaxy Watch so that his daily physical activities are constantly updated. He can now earn the monthly cashback benefit on his discounted Samsung Galaxy Watch.

Ali starts off at Bronze status.

Ali completes his online medical assessments and earns points for completing them.

Vitality Health Review 1,000 points.

Vitality Nutrition Assessment 500 points Total = 1,500 points

Vitality Health Check For four components, he earns 1,250 points for each, i.e.: 5,000 points Total = 6,500 points

Ali, age 35

activity target and gets to choose among the available Active Ali chooses and redeems the Rewards: Easy Tickets (50% off on Easy Tickets discount voucher and a cinema ticket) or Foodpanda enjoys a movie with his friends at (PKR 500 discount code) the cinema for half the price! or Mobile Top-up (Pak rupees 500 top-up)

Ali now receives weekly physical activity targets and begins his physical activity regime.



Ali has attained Silver status for earning 17,500 total points.

Non-smokers' Declaration

from VHC

Ali has earned 15,000 points cumulatively, Total = 17,500 points Total = 16,500 points

Additional 2,500 points per component, because his results are within a healthy range. Total = 10,000 points

1,250





Ali meets his weekly physical



Based on his results,

out as 33 years old.

Ali's Vitality Age comes





At the end of two years, Ali has constantly met his monthly target, and therefore has earned 100% cash back on his wearable device. He is now also eligible to get a new wearable device through the programme, on which he will continue to earn cashback over the next 24 months.



On his 5th IGI Life Vitality policy anniversary, each year's accrued integrated benefit amount is credited to the cash value of Ali's

policy. By now, because he has always achieved his targets, he has also earned cashback on two Samsung Watches, and is now enjoying his third one!





In week 2, he achieves his weekly target and this time he opts for a Foodpanda voucher to enjoy a discounted healthy meal from Foodpanda.

Having achieved his monthly target by the end of the month, Ali receives the cashback on his wearable device.

Ali stays active, maintains a healthy routine for 5 months and accumulates 20,000 points. He has now reached Gold status.

Gold

Based on his Platinum status, Ali accrues a percentage of his premium as the annual Integrated Benefit

Platinum

Ali finishes the year seven

kilograms lighter and with a

reduced Vitality age of 30.





\*Terms and Conditions apply

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# Integrated Benefit for IGI Life Smart Wealth Plan

At every 5th anniversary of the IGI Life Vitality Integrated Policy, an additional amount (% of the premium) is paid into the Account Value as Vitality Integrated Benefit, subject to its terms and conditions. The Integrated Benefit, which accrue annually based on your IGI Life Vitality status, and the Face Amount Multiple are paid at five-year intervals.

#### What is Face Amount?

This amount is payable in the event of the death of the policyholder along with any other benefits applicable. The Face Amount is a multiple of the Basic Premium. The following multiples will be offered to policyholder:

Age	Face Amount Multiple						
	Minimum	Maximum					
Up to 50	5	40					
51 to 55	5	20					
56 to 60	5	10					
61 and onwards	5	5					

\*Disclaimer: The above multiples are subject to the Terms & Conditions.

#### What is Account Value?

Account Value is the amount that the investment portion of the policy is worth. The table below shows the percentages of the IGI Life Vitality Integrated Benefit:

		Status			
Face Amount Multiple	Bronze	Silver	Gold	Platinum	
5 to 10	0.0%	0.0%	0.0%	0.0%	
11 to 20	0.0%	2.5%	5.0%	9.0%	
21 and higher	0.0%	5.0%	10.0%	18.0%	

The Bronze, Silver, Gold and Platinum Statuses refer to the status achieved by a member as a result of achievement of various goals and assessments / questionnaires, as set our under the terms and conditions.

Integrated benefit on Death: In case of death of the insured life, the Integrated Benefits accrued till the date of death, and not already credited to the Account Value, will be credited to the Account Value for the computation of the Death Benefit.

Integrated benefit on Disability: In case of permanent total disability, the accrued Integrated Benefit will be credited to the Account Value.

Integrated benefit on Surrender: In case of full surrender, the Integrated Benefits accrued till the date of surrender, and not already credited to the Account Value, will not be payable.

In case of partial surrender, the Integrated Benefit will not be paid for that 5-year period in which the partial withdrawal was made.

# Key Benefits in the Plan

- Account Value Acceleration Premium (AVAP): You will have the option to deposit surplus funds as Account Value Acceleration Premium (AVAP).
- Death Benefit: In the event of death, the Higher of the Basic Face Amount and the Account Value along with the Integrated Benefit, not already accrued to the Account Value, will be paid.
- Maturity Benefit: 100% of the Account Value, along with the Integrated Benefit, not already
  accrued to the Account Value, plus the account value of the AVAP (if any) will be paid at the
  time of maturity.
- Extra Unit Allocation: The longer the policy is continued, the higher the rewards will be. The plan offers extra unit allocation starting from the 4th year. The extra unit allocation is as follows:

Policy Year	% of Basic Premium
4 - 5	2%
6 & onwards	5%

• Automatic Cover Maintenance: After 2 years of paying the premium you cannot meet your premium payments, you will still be eligible for the life insurance cover, as long as your policy's cash value is sufficient to pay for charges made against your policy.

# What Additional Benefits Can Be Availed?

Apart from the above mentioned benefits, the plan allows you to choose from a range of supplementary benefits. These benefits and their respective descriptions are outlined below:

- Family Protection Benefit Disability (FPR-Disability): Family Protection Rider waives the future premiums in case of permanent total disability due to accident or sickness of the insured up to the end of rider term.
- HealthSure: Provides financial protection in case of illness or accident that leads to hospitalization to cover in-patient hospital expense.
- Accidental Death Benefit: ADB pays an additional benefit in case of death due to accident.
- Level Term Insurance Benefit (LTR): Level Term Insurance Rider enhances the benefit payable on insured's death. The LTR face amount is payable in addition to any other death benefit payable under the basic plan.
- Income Benefit Death (IBR-Death): A monthly income benefit will be provided to the nominated beneficiary following the death of the insured up to the end of the elected term.
- Income Benefit Disability (IBR-Disability): A monthly income benefit will be provided to the nominated beneficiary following the permanent total disability due to accident or sickness of the insured up to the end of the elected term.
- Elaj Aasan (EA): Elaj Aasan Face Amount will be paid if the insured is diagnosed for the first time for one of the covered diseases provided the insured is alive after the expiry of 14 days from the date of surgery or from the date of diagnosis of the disease/condition. If the insured has been diagnosed for a disease or a condition covered by EA, he/she will thereafter remain insured under EA for a reduced number of diseases or conditions in accordance with the table of First and Subsequent Diagnosis.
- Permanent and Total Disability (PTD): In the event the insured suffers permanent & total disability due to accident or sickness, the PTD face amount is paid in 3 installments of 20%, 30% and 50% over 24 months period during the continuance of disability. In case the insured dies before receiving all the installments, the remaining installments are payable in a single lump sum.
- Accidental Care Benefit (ACB): ACB pays an additional benefit in case of death or disability due to accident. The rider also provides cover in case of dismemberment due to accident.
- Accident Medical Expense Reimbursement (AMR): AMR provides total blanket protection for reasonable, customary and necessary medical expenses in or out of hospital that are made necessary by accident.

\*Additional premium will be charged for each supplementary benefit and credited into Individual PTF.

# What are the Investment Strategy Choices?

You will be given the choice of creating your own investment mix by indicating in the application the percentage of premium you wish to allocate to buy units in each investment strategy. The following sub-accounts will be offered to you:

#### **IGI Secure Fund**

**Funds Classification: Money Market Fund** 

Category of Unit Linked Funds (Risk Profile): Low

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

**Government Securities: 100%** 

#### **IGI Conservative Fund**

**Funds Classification: Income Fund** 

Category of Unit Linked Funds (Risk Profile): Moderate

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

Government securities and/or other fixed income investments: 100%

#### **IGI Balanced Fund**

**Funds Classification: Balanced Fund** 

Category of Unit Linked Funds (Risk Profile): Medium

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

Stock Market Funds: 0 to 40%

Government securities and/or other fixed income investments: 60 to 100%

#### **IGI Aggressive Fund**

**Funds Classification: Aggressive Fund** 

Category of Unit Linked Funds (Risk Profile): High

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

Stock Market Funds: 60 to 70%

Government securities and/or other fixed income investments: 30 to 40%

#### **IGI Islamic Fund**

Funds Classification: Income Fund (Shariah Compliant)

Category of Unit Linked Funds (Risk Profile): Moderate

This strategy confirms to Shari'ah by investing in Shari'ah compliant instruments/assets.

Sukuks and/or other money market funds: 100%

You can manage your investments by choosing your own investment strategy portfolio from a range of options to suit your needs and preferences. You will have the option to transfer between the investment accounts subject to certain conditions. Please note that the investment risk shall be borne by the policyholder and actual maturity or surrender values may be lower or higher than the projected figures.

## Unit Linked Fund Selection

At the time of issuance, as a default units will be allocated to a low-risk fund. After the policy has been issued the policyholder will have the option to reallocate the units in the fund of his choice, based on his risk appetite, at no additional fee. The new fund mix can comprise of multiple funds and will be at the customer's discretion as long as the total of the mix is 100%.

# What are the Minimum or Maximum Premium Limits?

Minimum acceptable basic premium is PKR 150,000 for the following modes of premium payment:

- Annual
- Semi-annual
- Quarterly

## Unit Pricing Methodology:

The underlying funds are valued at market value on a daily basis. The Underwriting Department clears the applications/builds the policies. On each Unit Valuation Day (UVD) the total net premium figure (reflecting premium receipts, claims, withdrawals, and switching) received is provided to the Accounts Department, which invests the premium in the mutual funds to buy units for the umbrella funds on the same day.

At the end of UVD, the NAV of the umbrella fund is re-calculated given the prices of mutual funds as of that date. The revised NAV is divided by the number of units in the umbrella fund to determine the revised bid price and offer price (105% of the bid). The NAV of the additional investment made in the mutual funds is divided by the existing unit price of the umbrella fund (as calculated above) to determine the additional units added to the umbrella fund. The umbrella fund prices thereby calculated (based on the prices of mutual funds as at end of UVD are input into the system the next morning and all transactions are accordingly carried out i.e. allocation of units with respect to purchase, surrender, switching etc. The umbrella fund prices which are put in the system are updated on our website every day for the knowledge of the policyholders and are also communicated to the field force to facilitate their sales.

## What is the Premium Allocation Percentage?

IGI Life Vitality offers one of the best premium allocations to optimise the returns on your investment. The proportion of premiums allocated to account value is as follows:

Premium Allocation								
Policy Year	1	2	3	4-5	6 onwards	AVAP		
% Allocation of Premium to Account Value	57.5%	90%	100%	102%	105%	100%		

## What is the Premium Allocation Fee Percentage?

The allocation fee as a percentage of the premium on the IGI Life Smart Wealth Plan is as follows:

Policy Year	Allocation Fee % of Premium
1	42.5%
2	10%
3 & onwards	Nil
AVAP	Nil

### Account Value Acceleration Premiums:

The Plan is a regular premium plan but a customer may top-up the regular premiums by depositing surplus funds as lump sum premiums in the Plan. These lump sum premiums, called "Account Value Acceleration Premium" (AVAP) payments can be made at any time. The AVAP payments will increase the Account Value of the Plan, but will not affect the basic sum at risk.

Minimum AVAP Premium: PKR 150,000 Allocation % of AVAP Premium: 100%

### Inflation Protection

Indexation on a simple basis will be offered on face amount and premium. If this option is selected, the face amount and premium will be increased on every Policy Anniversary. The Policy Owner may cancel the increase in premium and face amount by giving notice in writing. Once cancelled, the indexation feature will not be available for the remaining policy term.

## Can I Cancel My Vitality Active Membership Anytime?

You can cancel your Vitality Active Membership at any point in time. However, once your membership is cancelled, you will have to purchase the Vitality Membership again.

## Can I Surrender My Policy Anytime?

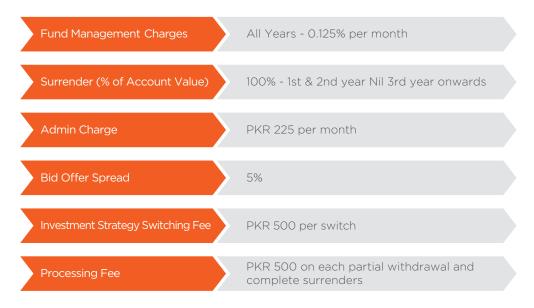
You have the right to encash all the units in your account value any time after the policy has been in force for at least two complete policy years. In such an event, the units will be encashed at Bid Price and the policy will be terminated. A surrender charge (as tabulated below) will be deducted in case of full surrender during the first two policy years.

Surrender Charge					
Year	1	2	3 onwards		
Surrender Charge (as % of Account Value)	100%	100%	NIL		

## Can I Withdraw Funds from My Policy?

The account value can be withdrawn partially, by encashing a limited number of units in the sub-account(s), after the policy has been in force for at least two full years. The amount withdrawn is considered as a permanent withdrawal and does not have to be repaid. A partial withdrawal will reduce the death benefit by the amount of partial withdrawal. A processing fee is also applicable on each partial withdrawal. In case of partial surrender, Integrated Benefit will not be paid for that five-year period.

# What are the Fees and Charges Related to this Product?



Note: The above fees and charges are subject to change without prior notice.

# Sample Illustrative Values with Vitality

The following example portrays the expected cash value of a person aged 35 years. The annual basic contribution is PKR 150,000, with a sum covered multiple of 21, a contribution paying term of 20 year and a sum covered of PKR 3,150,000.

#### 6% Unit Growth Rate

	Bronze		Silver		Gold		Platinum	
Basic Cash Value	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit
649,580	3,150,000	649,580	3,150,000	687,080	3,150,000	724,580	3,150,000	784,580
1,574,286	3,150,000	1,574,286	3,150,000	1,659,219	3,150,000	1,744,152	3,150,000	1,880,045
1,859,154	3,150,000	1,859,154	3,150,000	1,967,319	3,150,000	2,075,484	3,150,000	2,248,547
2,199,364	3,150,000	2,199,364	3,150,000	2,338,831	3,150,000	2,478,299	3,150,000	2,701,447
	Value 649,580 1,574,286 1,859,154	Value         Death Benefit           649,580         3,150,000           1,574,286         3,150,000           1,859,154         3,150,000	Value         Death Benefit         with Benefit           649,580         3,150,000         649,580           1,574,286         3,150,000         1,574,286           1,859,154         3,150,000         1,859,154	Value         Death Benefit         with Benefit         Death Benefit           649,580         3,150,000         649,580         3,150,000           1,574,286         3,150,000         1,574,286         3,150,000           1,859,154         3,150,000         1,859,154         3,150,000	Value         Death Benefit         with Benefit         Death Benefit         with Benefit	Value         Death Benefit         with Benefit         Death Benefit         with Benefit         Death Benefit         Death Benefit         Death Benefit         Death Benefit         Death Benefit         Death Benefit         With Benefit         Death Benefit         Death Benefit         With Benefit         Death Benefit         Death Benefit         With Benefit         Death Benefit         Death Benefit         With Benefit         Death Benefit         With Benefit         Death Benefit         With Benefit         Death Benefit         Death Benefit         With Benefit         Death Bene	Value         Death Benefit         with Benefit         Death Benefit         with Benefit	Value         Death Benefit         with Benefit

#### 9% Unit Growth Rate

		Bronze		Silver		Gold		Platinum	
Membership Year	Basic Cash Value	Death Benefit	Cash Value with Benefit						
5	704,893	3,150,000	704,893	3,150,000	742,393	3,150,000	779,893	3,150,000	839,893
10	1,848,326	3,150,000	1,848,326	3,150,000	1,940,362	3,150,000	2,032,398	3,150,000	2,179,655
15	2,549,849	3,150,000	2,549,849	3,150,000	2,684,612	3,150,000	2,819,375	3,150,000	3,034,996
20	3,564,535	3,564,535	3,564,535	3,760,652	3,760,652	3,955,655	3,955,655	4,265,675	4,265,675

#### 11% Unit Growth Rate

		Bronz	e	Silver		Gold		Platinum	
Membership Year	Basic Cash Value	Death Benefit	Cash Value with Benefit						
5	743,984	3,150,000	743,984	3,150,000	781,484	3,150,000	818,984	3,150,000	878,984
10	2,058,337	3,150,000	2,058,337	3,150,000	2,155,563	3,150,000	2,252,789	3,150,000	2,408,351
15	3,136,590	3,150,000	3,136,590	3,292,822	3,292,322	3,448,065	3,447,565	3,695,534	3,695,034
20	4,833,861	4,833,861	4,833,861	5,077,317	5,077,317	5,319,997	5,319,997	5,706,847	5,706,847

\*Disclaimer: Please note that all the amounts shown in the illustration are projections and are not guaranteed.

# Sample Illustrative Values without Vitality

The following example portrays the expected cash value of a person aged 35 years. The annual basic contribution is PKR 150,000, with a sum covered multiple of 21, a contribution paying term of 20 year and a sum covered of PKR 3,150,000.

/ Policy Year پالیسی کا سال	Basic Annual Premium for Year / بنیادی سالاتہ پریمیم	Cumulative Main Plan Premium Paid / بنیادی پلان کا کل ادا شده پریمیم	/ Unit Growth Rate پونٹ کی شرح نمو			/ Unit Growth Rate % پونٹ کی شرح نمو			/ Unit Growth Rate یونٹ کی شرح نمو		
			Main Plan Death Benefit / بنیادی پنیادی پلان کے فوائد موت کی صورت میں	Account Value / سرمایہ کاری اکاؤنٹ کی مالیت	Cash Surrender Value / نقد دستبرداری مالیت	Main Plan Death بنیادی پلان / Benefit کے فوائد موت کی صورت میں	Account Value / سرمایہ کاری اکاؤنٹ کی مالیت	Cash Surrender Value / نقد دستبرداری مالیت	Main Plan Death بنیادی پلان / Benefit کے فوائد موت کی صورت میں	Account Value / سرمایہ کاری اکاؤنٹ کی مالیت	Cash Surrender Value / نقد دستبرداری مالیت
1	150,000	150,000	3,150,000	72,252	-	3,150,000	74,474	-	3,150,000	75,957	-
2	150,000	300,000	3,150,000	195,718	-	3,150,000	203,836	-	3,150,000	209,323	-
3	150,000	450,000	3,150,000	339,127	338,627	3,150,000	357,661	357,161	3,150,000	370,368	369,868
4	150,000	600,000	3,150,000	491,444	490,944	3,150,000	525,517	525,017	3,150,000	549,228	548,728
5	150,000	750,000	3,150,000	650,080	649,580	3,150,000	705,393	704,893	3,150,000	744,484	743,984
6	150,000	900,000	3,150,000	819,822	819,322	3,150,000	902,840	902,340	3,150,000	962,440	961,940
7	150,000	1,050,000	3,150,000	996,749	996,249	3,150,000	1,114,657	1,114,157	3,150,000	1,200,667	1,200,167
8	150,000	1,200,000	3,150,000	1,181,262	1,180,762	3,150,000	1,342,037	1,341,537	3,150,000	1,461,234	1,460,734
9	150,000	1,350,000	3,150,000	1,373,781	1,373,281	3,150,000	1,586,277	1,585,777	3,150,000	1,746,432	1,745,932
10	150,000	1,500,000	3,150,000	1,574,786	1,574,286	3,150,000	1,848,826	1,848,326	3,150,000	2,058,837	2,058,337
15		1,500,000	3,150,000	1,859,654	1,859,154	3,150,000	2,550,349	2,549,849	3,150,000	3,137,090	3,136,590
20		1,500,000	3,150,000	2,199,364	2,199,364	3,564,535	3,564,535	3,564,535	4,833,861	4,833,861	4,833,861

# About IGI Life

IGI Life Insurance Limited, part of the Packages Group, marked its entry into the Life Insurance business through acquisition of controlling shares in American Life Insurance Company (Pakistan) Limited in April 2014. Acquisition by Packages Group makes IGI Life a one-of-a-kind life insurance provider in Pakistan, as IGI Life's multinational heritage, is now coupled with the local experience of the Packages Group, one of the most reputed business conglomerates in the country, 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 to commence the Family Takaful business in 2015 under Window Takaful Operations, thus offering Shari'ah-compliant solutions to our clients.

## How to Claim

#### Filing a Claim

Our claim settlement procedure is prompt and hassle-free. It is advisable to consult our Customer Services services.life@IGI.COM.PK team for detailed assistance while filing your policy claim.

Here is a simple step-by-step procedure to be followed when you make a claim.

#### STEP 1: INTIMATION

A claim can be lodged directly without any delay through visiting IGI Life Website Online Claim Intimation by filling given fields which shall be transmitted to Claims Department immediately.

http://igilife.com.pk/claim-intimation/

OR send intimation letter from the Policy Owner/ Claimant (as the case may be) under his / her signature giving particulars of loss (death, Disability or Sickness) with Cause, Date, Place and Name of Covered Person. Always remember to mention the current address and contact number of the claimant while submitting intimation.

Claim must be lodged within 30 days of date of loss.

#### STEP 2: COMPLETE THE CLAIM FORM ALONG WITH RELEVANT DOCUMENTS

Upon intimation of loss, IGI Life will provide relevant claim forms for filing along with evidence of loss i.e. Death Certificate, Original Policy Document, CNIC of insured and nominee(s), Hospital Record, Police Report and Post Mortem Report (in case of accident only) or any other requirement as called by IGI Life based upon the nature of events. Forms can be directly downloaded from our website.

http://igilife.com.pk/investor-relations/claim-forms/

Arrange for medical bills/reports for medical related claims: In case of hospitalization or medical related claims, produce all medical bills (original) and medical report (photocopies) issued by the attending provider.

Attestation: Documents can be submitted in original or photocopies, attested by a Gazetted Government Official/Issuing authority. Original copies of documents may be called for inspection.

#### STEP 3: SUBMIT REQUIRED DOCUMENTS ALONG WITH THE CLAIM FORM

The Original documents & forms (hard copy) properly completed, signed and witnessed must be submitted with IGI Life Head Office within 90 days after the loss for which the claim is made.

#### STEP 4: SETTLEMENT

A claim is settled as soon as requirements to the satisfaction of IGI Life are submitted at its Head Office.

#### NOTE:

Kindly ensure that in case of claim by Policy Owner, all documents and forms are signed by you as per signature affixed by you on your Policy's original Proposal Form/CNIC.