



Communication Session

9 April 2018

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SP-[Agency Name]

Authorized representative of AIA Singapore Private Limited

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**THE REAL LIFE
COMPANY**

Disclaimer



This presentation is for your information only and does not have regard to the specific investment objectives, financial situation and particular needs of any persons.

It is intended only to be a simplified description of some of the product features applicable to this plan and is not exhaustive.

Please refer to the policy contract for the precise terms and conditions including exclusions. Terms and conditions apply.

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Today's Agenda



- ❖ Overview of Singapore Healthcare Financing System
- ❖ Medishield Life vs Private Integrated Shield Plan
- ❖ Medical Insurance for Singaporeans and Permanent Resident (PR)
- ❖ Medical Insurance for Foreigners
- ❖ Recent Integrated Plan (IP) Changes
- ❖ Q&A

01 Overview of Singapore Healthcare Financing System

Overview of Singapore Healthcare Financing System



The 3M Framework

Medisave

National medical savings scheme put aside to meet personal & immediate family's hospitalisation, day surgery & selected outpatient medical expenses

MediShield Life

MediShield Life has replaced MediShield in end 2015 to provide better protection with higher payouts in end 2015

MediFund

Endowment fund set up by the Government as a safety net to help needy Singaporeans pay for their medical expenses

Source: <https://www.cpf.gov.sg/Members/Schemes>

Hospital Care Financing

Government and Restructured Hospitals

Ward		Subsidy
A	1-bed, choice of doctor	0%
B1	4-beds, choice of doctor	20%
B2	6-beds	50-65%
C	8-10 beds	65-80%

Private Hospitals

No subsidy

8 THINGS YOU NEED TO KNOW ABOUT MEDISHIELD LIFE

- 1 It covers everyone**
 - All Singapore Citizens and Permanent Residents
 - Even if you have pre-existing conditions
 - Even if you were previously rejected by insurers
- 2 It protects you for life**

- 3 It provides better benefits than MediShield**
 - MediShield Life will pay more of your hospital bill, and you will pay less
- 4 Premiums will be payable by Medisave**

- 5 With better benefits, premiums will be higher than MediShield**

- 6 Government will provide significant support**
 - Premiums Subsidies for the lower- to middle-income
 - Pioneer Generation Subsidies
 - Transitional Subsidies for all Singaporean Citizens for the first four years to ease the shift from MediShield to MediShield Life
- 7 The needy will not lose coverage**
 - Additional Premium Support for those who cannot afford premiums even after subsidies
- 8 No need to apply**
 - MediShield Life will replace MediShield in end 2015
 - Automatic inclusion for Singapore Citizens and Permanent Residents

Source: https://www.moh.gov.sg/content/dam/moh_web/MediShieldLife/MSHL3/ads/en/FA_Ad_suntimes_W3.pdf

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Quote from Minister Khaw Boon Wan...



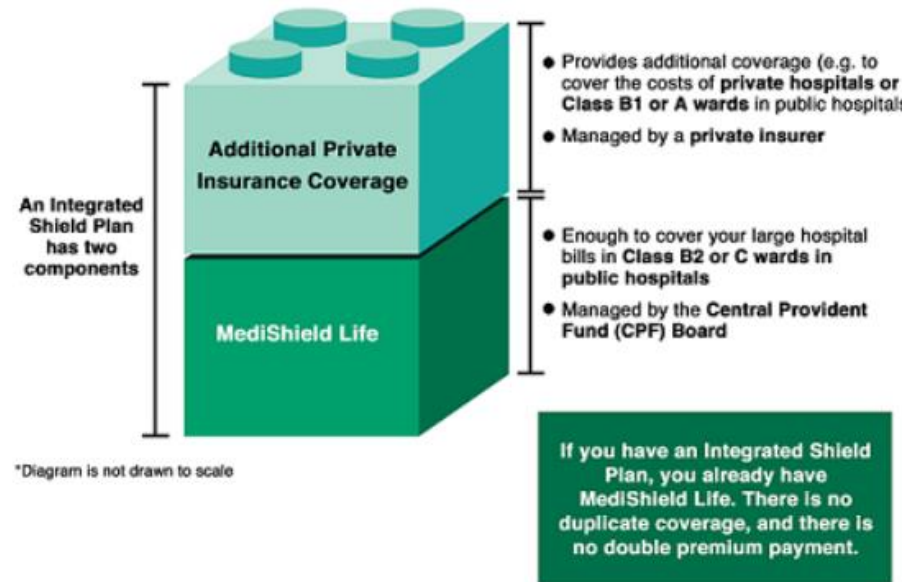
“Singaporeans should consider private hospitalization insurance to supplement MediShield and employer-provided cover.

This is the appropriate response to the coming of the means-test age, the better to prepare for the grey years. Those with spare income would even want to take out disability or critical illness plans to protect themselves against prolonged loss of employment income.”

The StraitsTimes 8 Jan 2008
<http://news.asiaone.com/News/The+Straits+Times/Story/A1Story20080108-44025.html>

02 MediShield Life vs Private Integrated Shield Plan

MediShield Life vs Private Integrated Shield Plan (IP)



MediShield Life

- ✓ Government B2 / C Ward (4/6 bedded)
- ✓ Pro-ration factor apply if admitted to higher ward classes or private hospitals
- ✓ Has sub-limits for each benefit line (Room & Board, Surgery, etc)
- ✓ Current MDSL is guaranteed renewable for lifetime

Integrated Shield Plan

- ✓ Private Hospital: HSG Max A
Government A Ward (1-bed): HSG Max B
- ✓ Government B1 (4-beds): HSG Max B Lite / HSG Max Standard
- ✓ Proration factor apply if admitted to higher ward classes or private hospitals. Pro-ration is applicable for Max B, Max B Lite and Max Standard. For SPR under Max Standard, pro-ration is also applicable if admitted to Government B1 Ward
- ✓ Guaranteed renewable for lifetime

Source: https://www.moh.gov.sg/content/moh_web/medishield-life/integrated-shield-plans/about-integrated-shield-plans--ips-.html

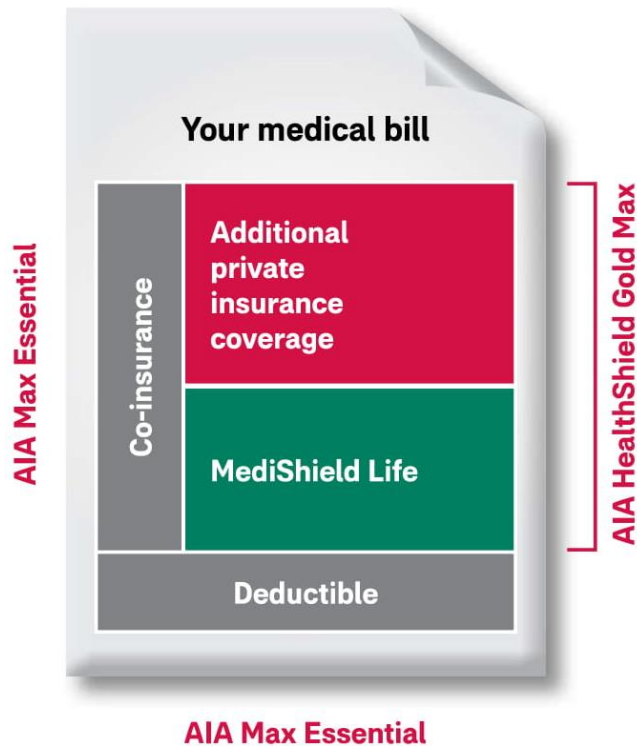
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03

Medical Insurance for Singaporeans and Permanent Resident (PR)

AIA HealthShield Gold Max

AIA Max Essential



AIA HealthShield Gold Max comprises 2 components:

- 1) **MediShield Life** which helps to cover large bills in B2/C Class Wards in Public Hospitals and costly outpatient treatment.
- 2) **Additional private insurance coverage** component which provides additional benefits and coverage above MediShield Life such as when customers opt for private hospitalisation or A/B1 Class Wards of Public Hospitals.

AIA Max Essential is an optional add-on that reimburses the co-insurance and deductible¹ portions of your medical bill, so you enjoy coverage from the first dollar.

STAY TUNE
FOR NEW
UPDATE!



Plan Type	A	B	B Lite
Hospital Ward Entitlement	Private Hospital (Standard Room & below)	Public Hospital (A Class Ward & below)	Public Hospital (B1 Class Ward & below)
1. Hospitalisation and Surgical Benefits Daily Room and Board Benefit Daily ICU Benefit Community Hospital Benefit Surgical Benefit <i>(includes Organ Transplant Benefit and Stem Cell Transplant Benefit)</i> • Surgical Procedures ⁸ • Surgical Implants and Approved Medical Consumables • Stereotactic Radiosurgery	As Charged		
2. Pre-Hospitalisation Benefit	As Charged <i>(within 100 days before confinement)</i> <i>(within 13 months before treatment by/confinement in AQHP or Public Hospital)</i>	As Charged <i>(within 100 days before confinement)</i>	
3. Post-Hospitalisation Benefit Post-Hospitalisation Treatment	As Charged <i>(within 100 days after confinement)</i> <i>(within 13 months after treatment by/confinement in AQHP or Public Hospital)</i>	As Charged <i>(within 100 days after confinement)</i>	
Extended Post-Hospitalisation Treatment for 30 Critical Illnesses	As Charged <i>(within 100 days after post-hospitalisation treatment⁹)</i>		
4. Accidental Inpatient Dental Treatment Benefit	Subject to the limits under points (1) to (3)		
5. Pregnancy Complications Benefit¹⁰	As Charged		
6. Congenital Abnormalities Benefits For female insured's biological child from birth ¹¹	20,000 per lifetime Limited to 5,000 per child	16,000 per lifetime Limited to 4,000 per child	12,000 per lifetime Limited to 3,000 per child
For insured	Subject to the limits under points (1) to (3)		
7. Living Donor Organ Transplant Benefits Insured donating an organ ¹²	60,000 per transplant	40,000 per transplant	20,000 per transplant
Non-insured donating an organ to the insured			
8. Emergency Overseas Medical Treatment Benefit	Subject to the limits under point (1)		
9. Psychiatric Treatment Benefits In-Hospital Psychiatric Treatment	5,000 per policy year	4,000 per policy year	3,500 per policy year
Post-Hospitalisation Psychiatric Treatment <i>(within 200 days after confinement)</i>	5,000 per policy year	2,500 per policy year	1,000 per policy year

AIA Healthshield Gold Max



Plan Type	A	B		B Lite
Hospital Ward Entitlement	Private Hospital (Standard Room & below)	Public Hospital (A Class Ward & below)		Public Hospital (B1 Class Ward & below)
10. Outpatient Benefits ¹³				
Type of Hospital	Private Hospital	Private Hospital	Public Hospital	Public Hospital
Radiotherapy for Cancer	As Charged	500 per treatment session ¹⁴	As Charged	As Charged
Stereotactic Radiotherapy for Cancer		4,000 per treatment session ¹⁴		
Chemotherapy for Cancer		36,000 per policy year ¹⁴		
Immunotherapy for Cancer		24,000 per policy year ¹⁴		
Renal Dialysis		36,000 per policy year ¹⁴		
Erythropoietin		7,200 per policy year ¹⁴		
Approved Immunosuppressants Prescribed for Organ Transplant		7,200 per policy year ¹⁴		
11. Final Expense Benefit ¹⁵	5,000 per policy	3,500 per policy		2,500 per policy
12. Waiver of Premium for 1-Year Benefit (upon Total and Permanent Disability) ^{15, 16}	Waive one year's premium			
13. Extra Cover for 30 Critical Illnesses Benefit	100,000 per policy year ¹⁷ Unlimited per lifetime	75,000 per policy year Unlimited per lifetime		50,000 per policy year Unlimited per lifetime
Maximum Claim Limit Maximum Limit per Policy Year	600,000 2 million (if treated by/admitted to AQHP or Public Hospital)	450,000		300,000
Maximum Limit per Lifetime	Unlimited			
Pro-rata Factor	NIL	Private Hospital / Day Surgery in Private Hospital / Private Outpatient Benefit – 70%		B1 Class Ward – 90% (PR) A Class Ward – 80% Private Hospital – 50% Private Outpatient Benefit – 65% Day Surgery in Private Hospital – 65%
Deductible (per Policy Year) Below age 82 next birthday ¹⁸ C Class Ward B2/B2+ Class Ward B1 Class Ward A Class Ward Private Hospital (All ward types, except Day Surgery and Short Stay Ward) Day Surgery / Short Stay Ward	1,500 2,000 2,500 3,500 3,500 2,000			
Co-insurance	10%			
Last Entry Age (next birthday)	75			
Maximum Coverage Period	Lifetime			

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AIA Max Essential



Plan Type	A	A Saver	B	B Lite
Hospital Ward Entitlement	Private Hospital (Standard Room & below)		Public Hospital (A Class Ward & below)	Public Hospital (B1 Class Ward & below)
Co-insurance	Covered			
Deductible	As incurred under AIA HealthShield Gold Max A	As incurred under AIA HealthShield Gold Max A (if treated by/ admitted to AQHP or Public Hospital) NIL (if treated by/ admitted to non-AQHP or Private Hospital)	As incurred under AIA HealthShield Gold Max B	As incurred under AIA HealthShield Gold Max B Lite
Daily Hospital Incentive Benefit⁵	250 per day (if admitted to Public Hospital A/B1/B2/C Class Ward)	150 per day (if admitted to Public Hospital B1/ B2/C Class Ward) 50 per day (if admitted to Public Hospital A Class Ward)	150 per day (if admitted to Public Hospital B1/ B2/C Class Ward)	75 per day (if admitted to Public Hospital B2/C Class Ward)
Immediate Family Member Accommodation Benefit¹⁹ (upon physician's or specialist's advice in writing)	Standard charges for an additional bed		Standard charges for an additional bed Up to 70 per day	Standard charges for an additional bed Up to 50 per day
Post-Hospitalisation Alternative Medicine Benefit (for cancer and stroke) (within 100 days after confinement)	5,000 per policy year		3,000 per policy year	1,000 per policy year
Post-Hospitalisation Home Nursing Benefit¹⁹ (within 26 weeks after confinement)	500 per day 5,000 per policy year		300 per day 3,000 per policy year	200 per day 2,000 per policy year
Ambulance Service Benefit^{6,19} (due to an emergency condition)	250 per confinement /per emergency outpatient treatment		150 per confinement /per emergency outpatient treatment	100 per confinement /per emergency outpatient treatment
Emergency Outpatient Treatment due to Accident Benefit	2,000 per policy year		1,000 per policy year	800 per policy year

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AIA Healthshield Gold Max Premium

AIA Max Essential Premium



Age Next Birthday	MediShield Life Premium (S\$) (Fully payable by Medisave*)	Additional Private Insurance Coverage ³ (S\$ and includes GST)			
		AIA HealthShield Gold Max A	AIA HealthShield Gold Max B	AIA HealthShield Gold Max B Lite	AIA HealthShield Gold Max Standard Plan
1-20	130	155	93	68	50
21-25	195	166	99	70	53
26-30	195	196	99	70	53
31-35	310	260	153	102	72
36-40	310	271	153	102	72
41-45	435	570	298	162	112
46-50	435	570	298	199	128
51-55	630	884	418	215	158
56-60	630	1,043	455	238	191
61-65	755	1,515	664	360	280
66-70	815	2,138	1,287	580	420
71-73	885	2,839	1,779	860	630
74-75 ²⁰	975	3,145	1,924	1,010	788

* Your MediShield Life premiums may differ depending on your premium subsidies, premium rebates and whether you need to pay for the additional premiums. MediShield Life premiums (including any Additional Premiums) can be fully paid by Medisave.

Age Next Birthday	AIA Max Essential (S\$ and includes GST) (Payable by cash only)			
	A	A Saver	B	B Lite
1 – 20	499	277	215	140
21 – 30	499	277	235	160
31 – 40	602	299	260	200
41 – 50	894	398	370	295
51 – 55	1,101	576	480	320
56 – 60	1,516	729	695	440
61 – 65	2,291	984	1,005	750
66 – 70	3,119	1,357	1,660	1,125
71 – 73	3,572	1,628	2,170	1,200
74 – 75 ²⁰	3,772	1,819	2,205	1,200

Premium rates will increase with age and are not guaranteed.

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04 Medical Insurance For Foreigners

AIA Healthshield Gold Max A - Foreigner (Eligibility)

AIA Max Essential A – Foreigner (Eligibility)



- | | |
|---|--|
| (i) Employment Pass (EP); | (v) Dependant Pass; |
| (ii) Personalised Employment Pass(PEP); | (vi) Student Pass; or |
| (iii) EntrePass; | (vii) selected categories of Long Term Visit Pass. |
| (iv) S Pass; | |

i) Change of Citizenship / Residency / Valid Pass Status

You must inform us in writing immediately of any change in the citizenship or residency status of the Insured or when he ceases to hold a Valid Pass.

If the Insured is a foreigner and does not have a Valid Pass for a continuous period of more than 60 days after his pass is expired or terminated, the policy shall be terminated by us in accordance with the Termination Clause. If the expiry or the termination of the pass is due to the Insured becoming a Singapore Citizen or Singapore Permanent Resident, upon receipt of notification of the change, we reserve the right to convert the Policy to a Medisave-approved integrated medical insurance plan that is jointly insured by the CPF Board for the MediShield Life Scheme component and us for the medical enhancement scheme covering the Insured, subject to the availability of such plan.

AIA Healthshield Gold Max A – Foreigner’s Premium



(i) Standard Premium Table for Dependants Plans Payable by Medisave

The tables below show the Medisave Withdrawal Limits and annual premiums for a standard life*

Age Group (Attained Age Next Birthday)	Medisave Withdrawal Limits**	AIA HealthShield Gold Max A for Foreigners (Insureds who are Dependants of SC/SPR) (S\$ and inclusive of 7% GST)	
		Annual Premium	Cash Outlay
1 – 20	430.00	285.00	-
21 – 25	495.00	361.00	-
26 – 30	495.00	391.00	-
31 – 35	610.00	570.00	-
36 – 40	610.00	581.00	-
41 – 50	1,035.00	1,005.00	-
51 – 55	1,230.00	1,514.00	284.00
56 – 60	1,230.00	1,673.00	443.00
61 – 65	1,355.00	2,270.00	915.00
66 – 70	1,415.00	2,953.00	1,538.00
71 – 73	1,785.00	3,724.00	1,939.00
74 – 75	1,875.00	4,120.00	2,245.00
76 – 78	2,030.00	5,429.00	3,399.00
79 – 80	2,075.00	5,968.00	3,893.00
81 – 83	2,150.00	6,285.00	4,135.00
84 – 85	2,330.00	6,938.00	4,608.00
86 – 88	2,400.00	7,438.00	5,038.00
89 – 90	2,400.00	7,740.00	5,340.00
91 – 93	2,430.00	8,330.00	5,900.00
94 – 95	2,430.00	8,700.00	6,270.00
96 – 98	2,430.00	9,180.00	6,750.00
99 – 100	2,430.00	9,260.00	6,830.00

* A standard life is an insured who, at point of proposal, does not have any pre-existing conditions.

** If you are a foreigner whose plan does not have a MediShield Life portion, your payer may wish to utilise an equivalent amount of Medisave to pay for your premiums.

(ii) Standard Premium Table for Plans payable by Cash

Age Group (Attained Age Next Birthday)	AIA HealthShield Gold Max A for Foreigners Premium Rates (S\$ and inclusive of 7% GST)			
	Insureds who are Dependants of SC/SPR*		Insureds who are Non-Dependants of SC/SPR	
	Annual	Monthly	Annual	Monthly
1 – 20	285.00	24.80	299.00	26.00
21 – 25	361.00	31.40	379.00	33.00
26 – 30	391.00	34.00	411.00	35.80
31 – 35	570.00	49.60	599.00	52.10
36 – 40	581.00	50.50	610.00	53.10
41 – 50	1,005.00	87.40	1,055.00	91.80
51 – 55	1,514.00	131.70	1,590.00	138.30
56 – 60	1,673.00	145.60	1,757.00	152.90
61 – 65	2,270.00	197.50	2,384.00	207.40
66 – 70	2,953.00	256.90	3,101.00	269.80
71 – 73	3,724.00	324.00	3,910.00	340.20
74 – 75	4,120.00	358.40	4,326.00	376.40
76 – 78	5,429.00	472.30	5,700.00	495.90
79 – 80	5,968.00	519.20	6,266.00	545.10
81 – 83	6,285.00	546.80	6,599.00	574.10

Please refer to the product summary for the full premium rates

AIA Max Essential – Foreigner’s Premium



(i) Premium Table

Age Group (Attained Age Next Birthday)	AIA Max Essential A for Foreigners Premium Rates (S\$ and inclusive of 7% GST)			
	Insureds who are Dependants of SC/SPR*		Insureds who are Non-Dependants of SC/SPR	
	Annual	Monthly	Annual	Monthly
1 – 20	499.00	43.40	515.00	44.80
21 – 30	499.00	43.40	515.00	44.80
31 – 40	602.00	52.40	619.00	53.90
41 – 50	894.00	77.80	920.00	80.00
51 – 55	1,101.00	95.80	1,134.00	98.70
56 – 60	1,516.00	131.90	1,562.00	135.90
61 – 65	2,291.00	199.30	2,360.00	205.30
66 – 70	3,119.00	271.40	3,212.00	279.40
71 – 73	3,572.00	310.80	3,679.00	320.10
74 – 75	3,772.00	328.20	3,886.00	338.10
76 – 78	3,991.00	347.20	4,111.00	357.70
79 – 80	4,211.00	366.40	4,338.00	377.40
81 – 83	4,430.00	385.40	4,563.00	397.00
84 – 85	4,649.00	404.50	4,790.00	416.70
86 – 88	4,870.00	423.70	5,015.00	436.30
89 – 90	5,088.00	442.70	5,241.00	456.00
91 – 93	5,308.00	461.80	5,467.00	475.60
94 – 95	5,528.00	480.90	5,693.00	495.30
96 – 98	5,746.00	499.90	5,746.00	499.90
99 – 100	5,966.00	519.00	5,966.00	519.00

* These premium rates are applicable for Insureds who are dependants of Singapore Citizens (SC) / Singapore Permanent Residents (SPR) provided the policy owners of such policies are SC/SPR.

05 Recent Integrated Plan (IP) Changes



Changes to Integrated Shield Plan (IP) riders

How this affects IP riders

What are these changes?

MOH recently released guidelines requiring all insurers to incorporate two features in new Integrated Shield Plan (IP) riders. Moving forward, new rider policyholders will:



CO-PAYMENT

Need to pay, out-of-pocket, at least 5% of their hospitalisation/outpatient treatment/day surgery bills.¹



CO-PAYMENT CAP

A co-payment cap will be applied during the policy year if treatment is sought from one of the insurer's preferred healthcare providers or if the treatment has been pre-authorised.

The minimum co-payment cap insurers can apply is S\$3,000.

Source: <https://www.aia.com.sg/content/dam/sg/en/docs/ip-riders/aia-maxessentialrider-infographics-march2018.pdf>

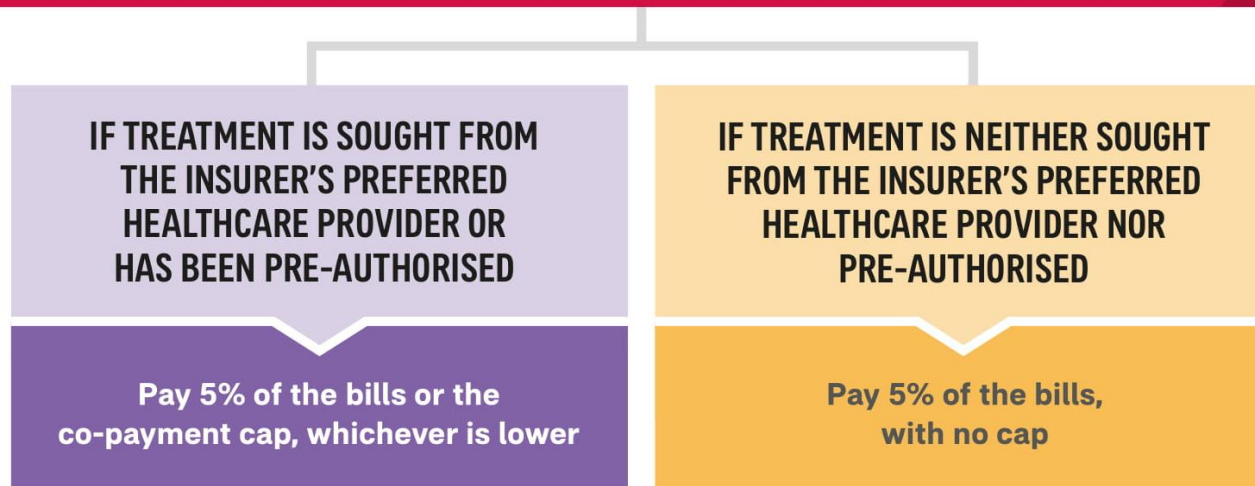
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Why is this necessary?



How will this affect new IP riders' coverage?



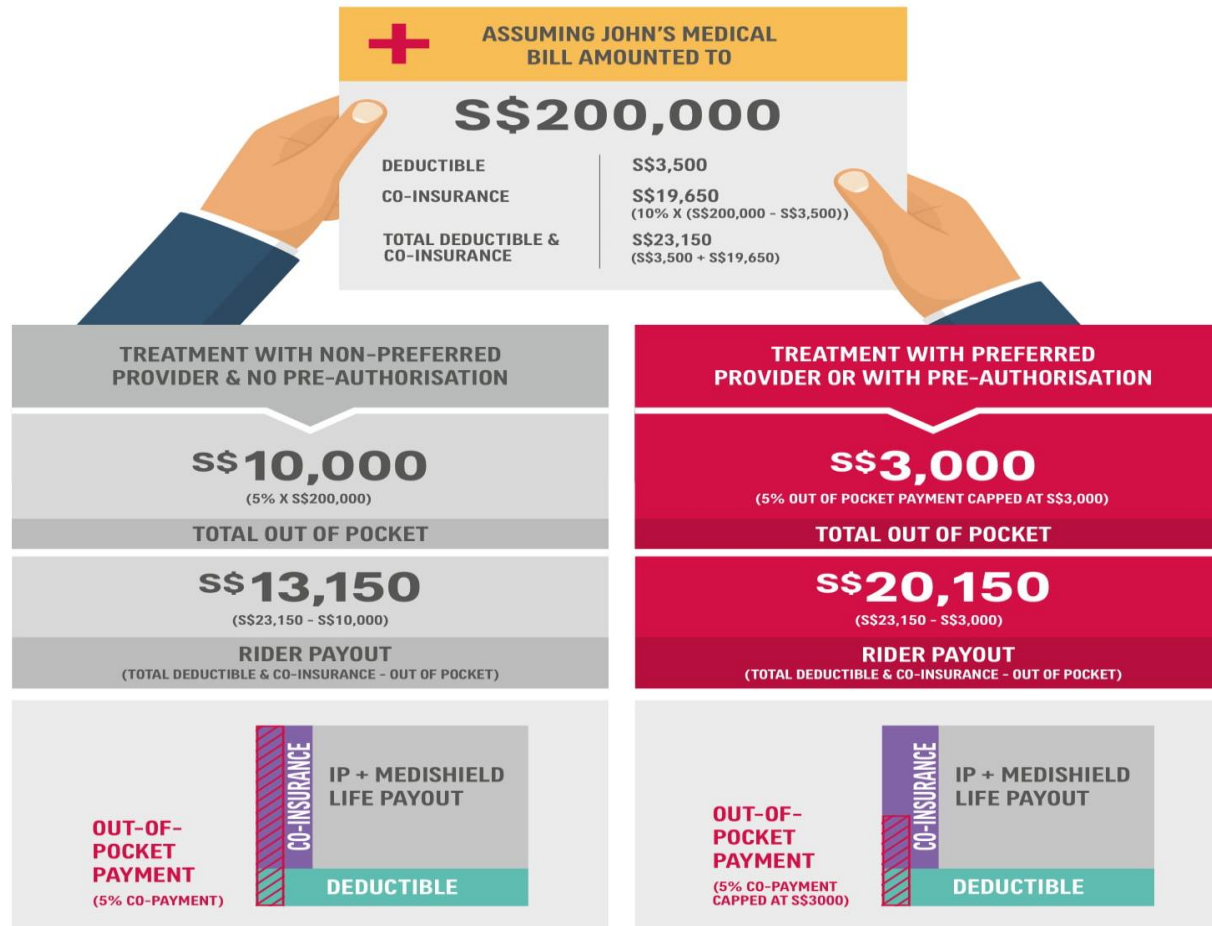
Source: <https://www.aia.com.sg/content/dam/sg/en/docs/ip-riders/aia-maxessentialrider-infographics-march2018.pdf>

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Integrated Plan - Changes



Case illustrations after implementation²

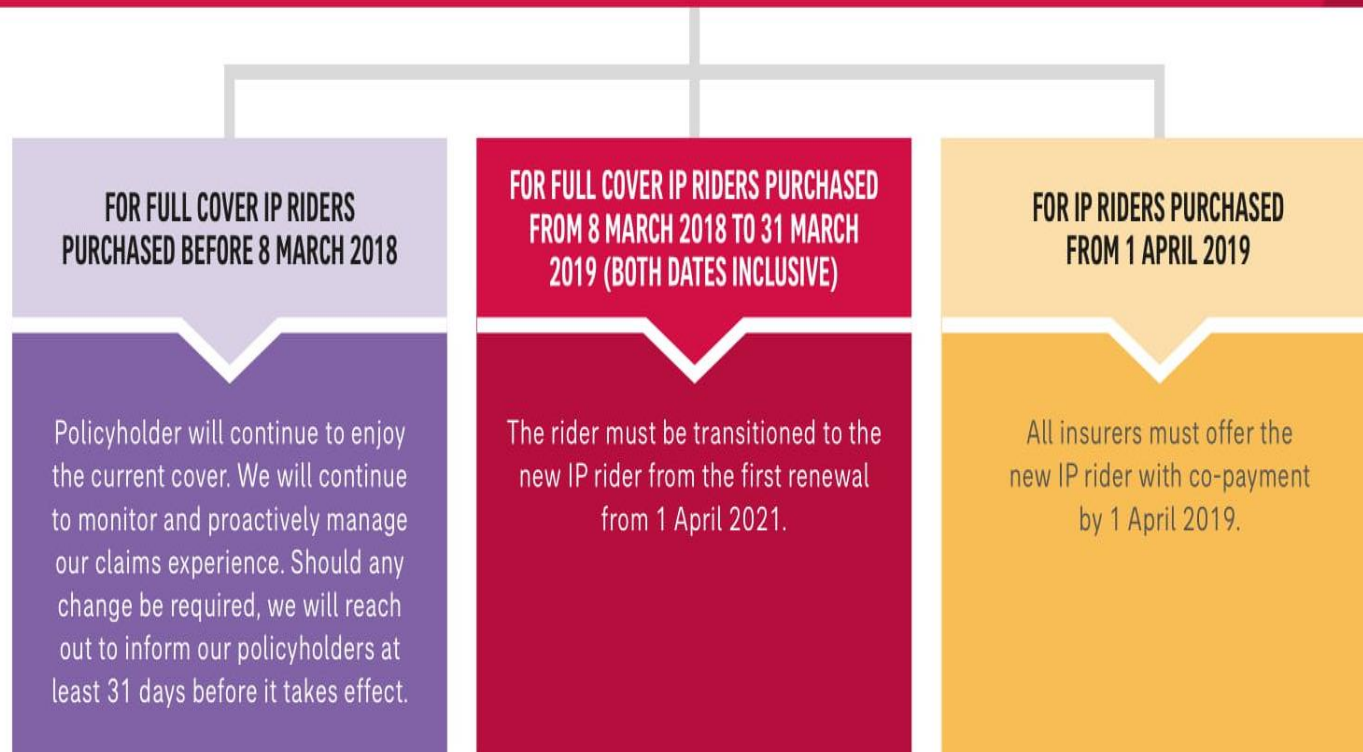


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When will this be implemented?



Source: <https://www.aia.com.sg/content/dam/sg/en/docs/ip-riders/aia-maxessentialrider-infographics-march2018.pdf>

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Thank You