



ALI Group is very pleased to announce as of the 7th April 2021, we will be changing underwriter from Hannover RE to Zurich Australia for an improved My Protection Plan Product.

Zurich Australia is a leading global insurer with operations in Australia since 1961. In 2019, it acquired One Path Life, taking its Australian customer base to over 1.5 million and paying out over \$1 billion in claims annually.

This exciting, long-term partnership between ALI Group and Zurich Australia brings a multitude of new opportunities for our business, our brokers, and our policyholders. For ALI, Zurich's technical expertise and its ability to demonstrate how it could collaborate with us to develop better solutions for our brokers and our industry partners was paramount.

Introducing the new enhancements to My Protection Plan

This new partnership with Zurich brings enhancements to ALI's My Protection Plan. At a high level the enhancements include:

- Expanded applicant eligibility
- Medical history pre-existing condition exclusion reduced to only 5 years
- Funeral Advancement Payment to help with urgent funeral and other costs
- Increase maximum Death and Terminal illness benefit to \$1 million
- Addition of new trauma benefit conditions: Multiple Sclerosis (with impairment level), benign tumours in the brain or spinal cord (with neurological deficit), cardiac arrest (out of hospital) and carcinoma in situ of the breast (of specified severity)
- Replacement of the Accidental Injury Benefit with a clearer Specified Injury Benefit
- Improved supporting collateral and compliance procedures to make your life easier as well as your clients'
- New process for direct debit authority for premium payment
- **No increase in premium**

What's more, we have broadened the definition of eligible clients from those that have taken out a home loan in the past 12 months to any client who has an existing home loan or commercial loan.

We believe these improvements will result in more broker clients having greater levels of protection with higher levels of claims paid out.

Upcoming training with ALI BDM's

ALI BDM's will be in contact with brokers to let them know about the upcoming training required as part of their ALI authorisation and to ensure on launch day, they can hit the ground running with offering the enhanced My Protection Plan to their clients.

ALI's commitment to you

These important developments in our My Protection Plan and our business as a whole always serve to benefit our brokers, partners and our policyholders. We continually strive to offer the highest quality product, broker support and policyholder service. We ask for feedback and commentary from our broker network and we want you to know, we hear you. In fact, some of these changes are a direct consequence of that feedback. We have been the market leader in the broker channel for 18 years now and plan to stay that way with these continued improvements in our business.

Thank you again for your ongoing support and commitment to ALI Group.

Should you have any questions or concerns, please reach out to your dedicated ALI BDM.

Best wishes,

ALI Group.