

HEALTH

## AIA HEALTH PROTECTOR



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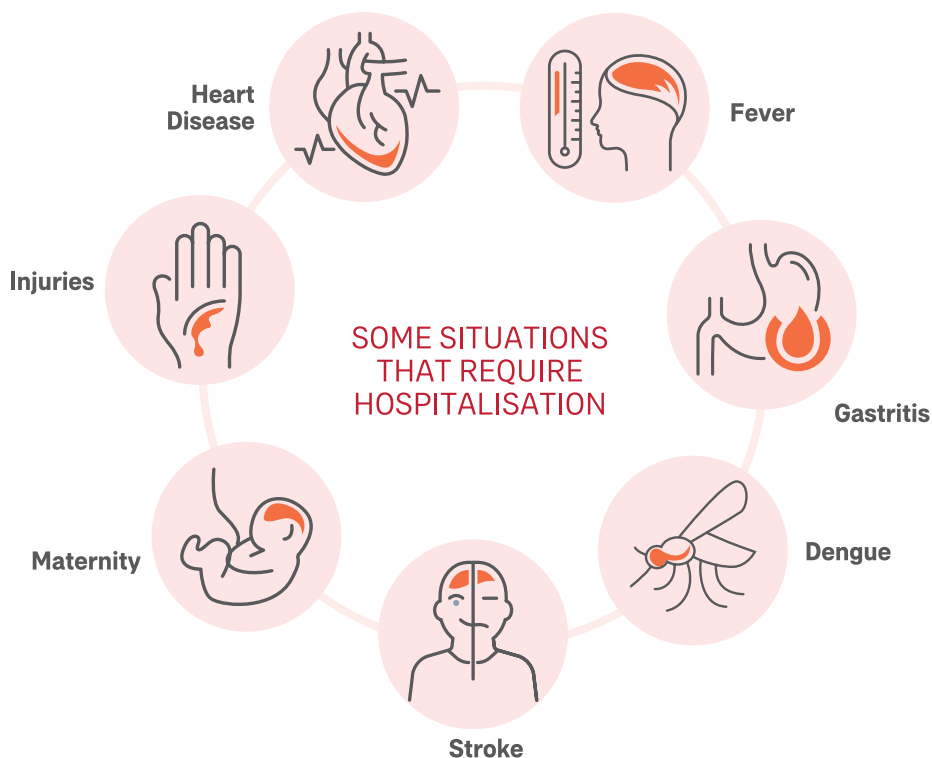
HEALTHIER, LONGER,  
BETTER LIVES

## WHY DO YOU NEED HEALTH INSURANCE?

No one plans to get sick or hurt, but in the event you or a family member does, you want to be able to afford the best medical treatment. We owe ourselves and our family that much. How do we ensure we are prepared for medical emergencies?

According to the Institute for Health Policy in Sri Lanka, people who opt for private healthcare, bear 87% of expenses out of pocket. This means that more than 8 out of 10 people fund their own private healthcare expenditure! Ask yourself, are you ready to bear the increasing cost of medical expenses?

Having adequate health insurance will let you afford the best healthcare for yourself and your loved ones, should the need arise. Specially since there are many situations that could require hospitalisation.





Have you thought about how much it would cost if you or a family member had to be hospitalised today?

## WHAT IS THE COST OF HEALTHCARE TODAY?



Treatment Type	Cost in 2019
Bypass Surgery	Rs. 750,000
Chemotherapy Treatment	Rs. 2,000,000
Kidney Transplant	Rs. 1,500,000
Surgery due to Stroke	Rs. 3,000,000



With medical inflation rising rapidly, this is no longer something we can ignore or postpone thinking about. Just look at how expensive medical treatment is estimated to be in 10 years' time?

## WHAT COULD IT BE IN 10 YEARS?

(ASSUMING A 7% MEDICAL INFLATION)

Treatment Type	Cost in 2029
Bypass Surgery	Rs. 1,500,000
Chemotherapy Treatment	Rs. 4,000,000
Kidney Transplant	Rs. 3,000,000
Surgery due to Stroke	Rs. 6,000,000



Health insurance will help you to be financially prepared in the event of a medical emergency.


**'AIA Health Protector' has been specially designed to protect you and those that matter the most to you.**




# THE NEW AND IMPROVED - AIA HEALTH PROTECTOR

A comprehensive health cover that allows you and your family to afford the best healthcare anywhere in the world. Now, with new additional benefits to provide you with comprehensive coverage!


## BENEFITS OF AIA HEALTH PROTECTOR




**Life Insurance**  
coverage for you and  
your family




**32 Plans**  
to select from




**Accident Cover**  
for you




**Coverage for  
Pre & Post  
hospitalisation  
expenses**




**Worldwide Coverage**  
on hospitalisation  
expenses  
up to 50 Mn




**Global Hospital  
Cash**  
per day




**Worldwide  
coverage for  
250 Listed  
Surgeries**




**Coverage for  
Organ Donor**




**Protection against  
37 Critical Illnesses**  
including Cancer &  
Heart Attack




**A Health Fund at  
maturity with a  
significant Loyalty  
Reward**




**Coverage for 136  
Day Care Surgeries**




**Ambulance  
charges**




**1% Per Day for  
non-paying ward  
admissions**



**Coverage for  
Child Health  
Care**




**No Claim Privilege**  
of 25% per year




**4 Deductible  
options**


**New Additions**




**Coverage for  
Dental  
Treatment**




**Coverage for  
Maternity**




**Coverage for hospital  
Admission Charges**




**Coverage for  
Ayurvedic  
Treatment**




**Coverage for  
Prosthesis &  
Implants**



**Coverage for  
Wellness**



**Hospital expenses  
Coverage for  
Parents**



**Reinstatement  
benefit**

03 AIA HEALTH PROTECTOR



## Did you know?

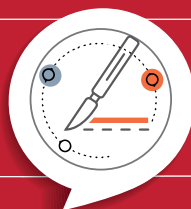
Even the lowest hospitalisation cover limit on Health Protector allows for you to receive treatment in Sri Lanka, India, Singapore, Malaysia or Thailand.



Worldwide\* coverage for hospital expenses up to Rs. 50 million, until age 70.

- Select your cover from Rs. 250,000 up to Rs. 50 million per year.
- Convenience of cashless hospitalisation at over 60 hospitals in Sri Lanka and overseas.
- Coverage of Pre & Post hospitalisation expenses.\*

Worldwide coverage for 250 surgeries and 136 one-day surgeries.\*



Coverage for 37 critical illnesses\* including Cancer, Heart Attack, Stroke and Kidney Failure.

Daily cash income up to Rs. 20,000 per day, to deal with any unexpected expenses due to hospitalisation.

- Even when hospitalised in a government hospital.
- For up to 200 days per year.



A Life Insurance Benefit for the family, if you pass away.

- Your family can choose to continue your policy so that they continue to remain covered even if you pass away.\*

## And that's not all:

The flexibility of choosing your preferred hospitalisation cover from 32 plans according to your needs and affordability.



The choice of obtaining the hospitalisation cover as an individual on behalf of your family members or as a family cover for the entire family.

Accidental Death Cover.





Coverage of ambulance charges.\*

Coverage of admission charges in a non-paying ward.\*



Flexibility to withdraw funds in an emergency.\*

Coverage of organ donor expenses during hospitalisation.\*



Coverage of Prosthesis and Implants.\*

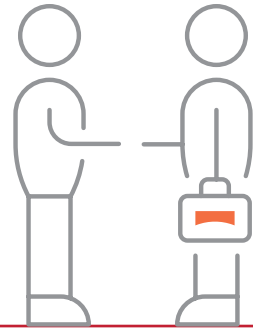
Coverage of hospitalisation related expenses even when hospitalised in a government hospital.\*





## Did you know?

That the Reinstatement Benefit is available for you every Policy Year.



Health Protector provides you with access to the 'Second Medical Opinion' service\* free of charge. This service allows you to obtain a Second Medical Opinion from a world-renowned specialist.

## HERE IS WHAT'S NEW WITH HEALTH PROTECTOR!

### **Reinstatement Benefit\***

- Even though none of us plan to exhaust the medical plan limit during a year, there could be instances where this happens before the end of a Policy Year. But what happens when you need to be hospitalised again for some other illness/ injury?
- We've got you covered! In the event you completely exhaust your PGHC (Premier Global Hospitalisation Care) cover limit during a Policy Year, we provide you with another 100% of your PGHC cover for the rest of the year, if the reason for hospitalisation is not related to any of the preceding causes of hospitalisation during the same Policy Year. This benefit is available once every Policy Year.



### **Coverage for Dental Treatments\***

A comprehensive medical plan should include coverage for all health conditions. That's why we provide a separate cover for Dental Treatments.



### **Coverage for Maternity\***

The in-built maternity cover provides you peace of mind, knowing your medical bills are taken care of, when you are welcoming your new family member into the world!

### **Coverage for Hospitalisation in Ayurvedic Hospitals\***

Introducing for the first time in Sri Lanka, a life with health insurance that provides coverage for hospitalisation even in a government registered Ayurvedic hospital. Because, we believe that you should have the freedom to choose the type of treatment that's best for you.



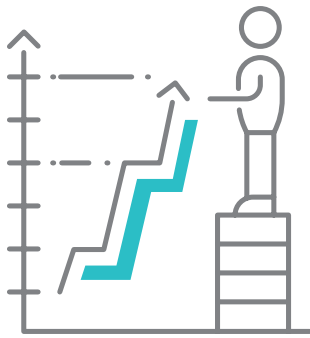
### **Coverage for Hospital Admission Charges\***

Another first in life with health insurance in Sri Lanka, we now cover hospital admission charges, providing you with a truly comprehensive medical plan.

### **Coverage for your Parents\***

Now, you can include your parents to the same plan that you obtained to cover you and your family.





## Did you know?

That using the Wellness Benefit doesn't impact your No Claim Privilege.

## WHAT WOULD HAPPEN TO YOUR HOSPITALISATION COVER IF YOU DON'T USE IT EACH YEAR?

We understand that you may not use your Premier Global Hospitalisation Care benefit every year. That's why we have designed special benefits to reward you for those years that you don't make a claim.

### Wellness Benefit\*

Staying healthy is the best thing. This cover allows you to undergo medical check-ups, so that you can continue to measure and monitor your health.

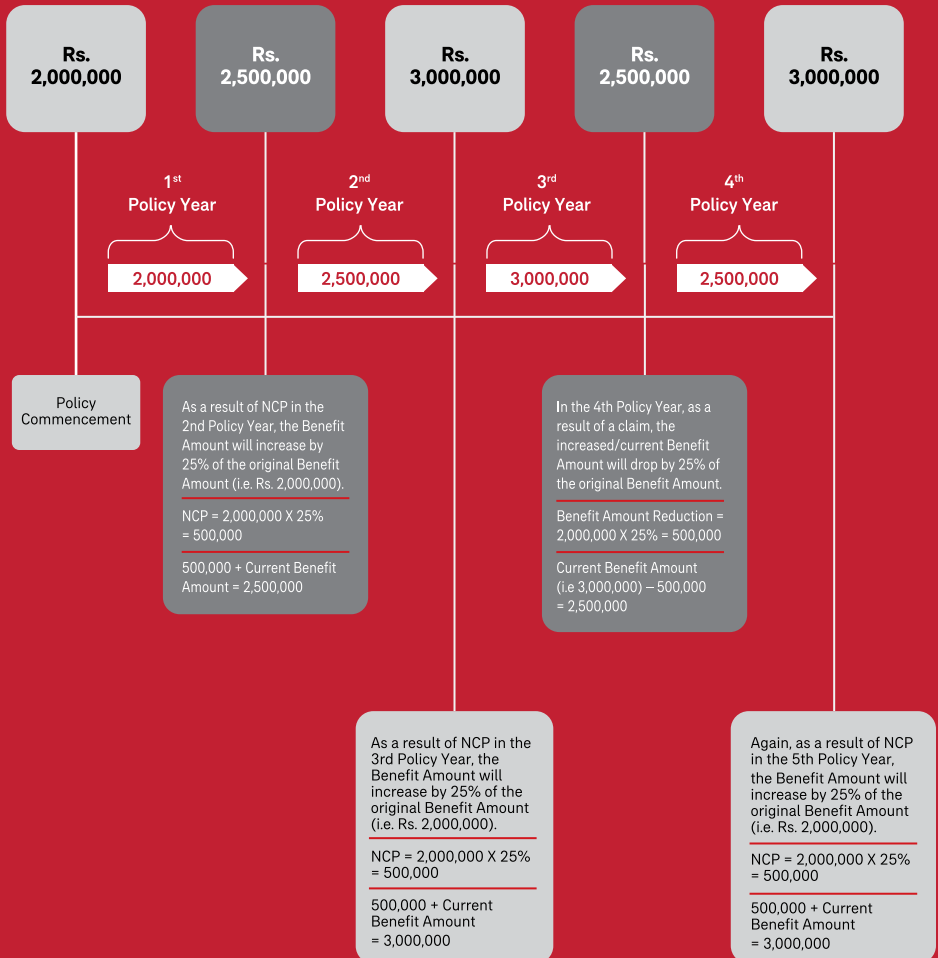


### No Claim Privileges

AIA Health Protector rewards you for staying healthy with a No Claim Privilege that increases your protection by 25% for each year that you don't make a claim. You can get your Premier Global Hospitalisation Care cover doubled with the No Claim Privilege.



## HERE IS AN EXAMPLE OF HOW THE NO CLAIM PRIVILEGE (NCP) WORKS:

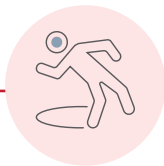


# EXAMPLE OF HOW HEALTH PROTECTOR WORKS

Sanuka is 35 years old (at next birthday). He is doing well in his career and living life to its fullest. He purchased AIA HEALTH PROTECTOR with the following benefits:

Life Insurance Benefit	Rs. 3,000,000
Accident Benefit	Rs. 3,000,000
Critical Illness Plus Benefit	Rs. 3,000,000
Premier Global Hospitalisation Care Cover (Worldwide Coverage)	Rs. 2,000,000
Global Surgery Care Cover	Rs. 1,000,000
Global Hospital Income Benefit Per Day	Rs. 10,000

Policy Term	35 years
Policy Coverage	till age 70
Annual Premium	Rs. 254,061



At age 39 Sanuka collapses at work with a chest pain.



It is diagnosed as a heart attack.



Sanuka is admitted to a hospital - no cash required at admission.



The hospital bills amounting to Rs. 300,000 are paid through the Premier Global Hospitalisation Care (PGHC) cover.



He receives Rs. 3 million as his Critical Illness Plus Benefit.



He gets a total of Rs. 80,000 from the Global Hospital Income Benefit (7 days of hospitalisation plus an additional day as the post-hospitalisation benefit).



A few months later he is fit for heart surgery.



He gets hospitalised in Singapore and his bills of Rs. 3 million and pre-hospital expenses of Rs. 70,000 are reimbursed through the Premier Global Hospitalisation Care cover.



He receives Rs.1 million from the Global Surgery Care cover.



He gets Rs. 100,000 from the Global Hospital Income Benefit (8 days of hospitalisation plus an additional 2 days as the post hospitalisation benefit).



By this time Sanuka's Premier Global Hospitalisation Care Cover has doubled (increased to Rs. 4 million) because of the No Claim Privilege over 4 years.



## Did you know?

Health Protector offers a 'Loyalty Reward' at maturity - This will ensure that you are left with a significant fund at maturity, to take care of your future health needs.

## A LARGE HEALTH FUND AT MATURITY SO YOU CAN CONTINUE TO AFFORD QUALITY HEALTHCARE EVEN AFTER 70!

Your Premiums are carefully managed by professional fund managers who help ensure that your Health Fund grows each year. We also reward your loyalty with a significant Loyalty Reward which ranges from 200% to 3,650% of your Total Annual Premium. This leaves you with a larger Health Fund, so you can continue to take care of yourself even after the age of 70.

Let's consider the same example we looked at earlier. Sanuka is 35 years old (at next birthday) in 2020 and he plans to be protected till age 70 (Policy Term of 35 years) with a Total Annual Premium of Rs. 254,061 paid annually. His illustrated Health Fund value at maturity would be as follows:

	Assumed Dividend Rates (Values in Rs.)		
	4 % p.a.	8 % p.a.	12 % p.a.
Health Fund at maturity with Loyalty Reward	6,284,336	14,222,066	35,901,394

The Loyalty Reward applicable for this illustrated example is 1,150% of the Total Annual Premium or Rs. 2,921,706.

Projected values in the above tables are calculated by using assumed dividend rates of 4%, 8% and 12% and applying the relevant charges and assuming all premiums are paid on the respective due dates. The illustration values above will change based on the premium payment mode selected (half yearly, quarterly or monthly). These assumed dividend rates are not guaranteed and are not the upper or lower limits of what you might get.



## Did you know?

The Self-Pay option is more advantageous if you are obtaining Health Protector with a family cover. (Family cover is available with Premier Global Family Hospitalisation Care benefit)

## HERE'S HOW TO MAKE THE MOST OF YOUR POLICY



### Self-Pay

This is an option which allows you to obtain higher cover values at a discounted premium. You can opt to bear the initial hospitalisation expenses and receive discounts on your 'Premier Global Hospitalisation Care' cover premium. There are 4 Self-Pay options for you to choose from.

#### OPTION 1

Claims up to first  
Rs. 50,000 per year  
to be borne by you

#### OPTION 2

Claims up to first  
Rs. 100,000 per year  
to be borne by you

#### OPTION 3

Claims up to first  
Rs. 150,000 per year  
to be borne by you

#### OPTION 4

Claims up to first  
Rs. 200,000 per year  
to be borne by you

If you have another medical insurance plan or you are covered by your employer, this option is best suited for you. You can use your existing insurance plan to cover the initial hospitalisation expenses up to the selected Self-Pay value every year. By doing this, you get to enjoy a significant premium discount every policy year.

You need a plan like Health Protector even though you already have corporate health and medical insurance from your workplace.

- Your corporate health cover will cease when you leave the company.
- You will retire at 55 years and you will lose your corporate health cover by then.
- You might not be able to obtain a new health insurance with an affordable premium at that age.
- Health Protector also includes a life insurance cover that your corporate health cover doesn't offer.

## HERE IS AN EXAMPLE OF HOW THE SELF-PAY OPTION WORKS:

Let's consider the same example we looked at earlier. Sanuka is 35 years old (at next birthday) in 2020 and he plans to be protected till age 70 (Policy Term of 35 years) with a Total Annual Premium of Rs. 254,061 paid annually. This would be his premium, had he not chosen the Self-Pay option.

Let's assume that Sanuka is considering a Self-Pay option of Rs. 50,000 or Rs. 100,000. Then he will receive discounts on his PGHC premium based on the value of the Self-Pay option selected.

The premium discount he receives is applicable during every policy year.

Self-Pay option value	Premium without Self-Pay	Premium with Self-Pay
Rs. 50,000	Rs. 254,061	Rs. 225,989
Rs. 100,000		Rs. 214,908

In the event of a claim, all Sanuka has to do is bear the hospitalisation expense amount up to the selected Self-Pay amount, every year. He can use his workplace medical insurance or any other medical plan that he might have for this purpose. AIA will cover Sanuka for hospitalisation expenses up to Rs. 2 million (as this is the selected PGHC benefit amount) every policy year.



## OTHER PRODUCT INFORMATION

### Age Limit

- 19 to 61 years (Next Birthday)

### Policy Term

- Minimum policy term - 10 years
- Maximum policy term - Subject to maximum cover ceasing at the age of 70 years

### Payment Mode

- Annually, Half-yearly, Quarterly and Monthly

Applicable Allocation Charges	Policy Year					
	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>	6 <sup>th</sup> onwards
Allocation Charge on Basic Premium	75%	60%	60%	40%	40%	0%
Allocation Charge on Top-Ups	0%					

Applicable Surrender Charges	Policy Year			
	1 <sup>st</sup>	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup> to 7 <sup>th</sup>
Surrender Penalty	100%			100% to 0%*

\*Linearly grading down over the years

### Administration Charge

- Rs. 1,210 per annum for 2020 increasing by 10% every January 1st

### Fund Management Charge

- 0.75% per annum

### Risk Charges on Life and Other Benefits

- Charged on each benefit amount on attained age rates from the Health Fund

## FREQUENTLY ASKED QUESTIONS

### 1. What is AIA Health Protector?

This is a Life Insurance plan which allows you to obtain health specific covers. These covers will keep you financially protected when you need to cover health/hospitalisation expenses.

### 2. What does Health Protector cover me for?

Health Protector comes with a Life Insurance Benefit, Accident Benefit and a Critical Illness Benefit. In addition to these benefits, you can select from the covers below, to keep you covered in the event of any health/hospitalisation related expense.

- a) Premier Global Hospitalisation Care Benefit  
(or Global Hospitalisation Care Benefit or Family Cover of these benefits)
- b) Global Hospital Income Benefit
- c) Global Surgery Care Benefit
- d) Women's Health Benefit
- e) Child Healthcare Benefit
- f) Premium Protection Benefit

### 3. I already have health and medical insurance from my workplace – why do I need this?

- It isn't always enough as companies limit the amount of coverage they offer.
- Your health cover will cease when you leave the company.
- Most people retire at age 55, so you will lose your cover by then.  
While this is the time you actually need a health plan, it may be too late to purchase a new policy at this age.
- AIA Health Protector also includes a Life Insurance cover that most employers don't offer.
- The Self-Pay option is ideal for anyone who has corporate health insurance because you receive a discount on the additional cover and you can claim the corporate plan payments as a deductible.

**4. What is the minimum hospitalisation period required to make a claim under the Premier Global Hospitalisation Care benefit?**

You need to be hospitalised for a minimum period of 24 hours to be eligible to make a claim under the Premier Global Hospitalisation Care benefit. However, undergoing any one of the listed 136 one-day surgeries would not require you to be hospitalised for a minimum period of 24 hours.

**5. What is the minimum hospitalisation period required to make a claim under the Global Hospital Income benefit?**

You need to be hospitalised for a minimum period of 48 hours to be eligible to make a claim under the Premier Global Hospital Income benefit.

**6. Is there a limit on the per day Room Charges under the Premier Global Hospitalisation Care benefit?**

No, the cost up to a single private AC room can be claimed. However, total room and board benefit is limited to 30% of the PGHC cover limit.

**7. Are consultation fees and medicine covered under the Pre/Post Hospitalisation benefit under the Premier Global Hospitalisation Care benefit?**

Yes, if those are directly related to the hospitalisation diagnosis and incurred within the Pre/Post Hospitalisation period of 30 days.

**8. What is Second Medical Opinion?**

This is a service offered free of charge for Health Protector customers. This service allows you to obtain a Second Medical Opinion on critical medical conditions from a world-renowned specialist.

**9. If I am planning on going abroad for studies or work, can I obtain Health Protector and reimburse any hospitalisation expenses incurred abroad?**

Yes, you can obtain a policy if you are a Sri Lankan citizen. However, please note that the coverage for the policy will terminate if the insured resides outside of Sri Lanka for a continuous period of 90 days and above. But, once the life assured returns back to Sri Lanka, the benefits of the policy will be activated and the policy benefits will resume as per the original terms and conditions.

**10. Can I withdraw cash from this policy?**

You can withdraw up to 15% of your Health Fund value after completion of the 3rd policy year, once during the policy term.

**11. What would happen if the life assured passes away during the policy term?**

a) The beneficiaries will receive the Life Cover and Health Fund immediately.  
b) The spouse can opt to continue the policy by paying the relevant premiums (premiums other than those relevant to the covers of the main life). This is a unique feature and ensures continued protection for the family. Please note the policy should include the spouse life cover for this to be applicable.

**12. Are there Waiting Periods for me to make a claim under the Health Protector Policy?**

Life and Accident Benefits are effective from the commencement (or reinstatement) of the policy. There are waiting periods applicable for optional benefits that you purchase in your Health Protector Policy. For example, there is a 90-day waiting period from the commencement (or reinstatement) of the policy, to make a claim under the Premier Global Hospitalisation Care benefit for hospitalisation due to any disease or illness. This waiting period is not applicable for hospitalisation due to an accidental bodily injury. Further, there are certain surgeries/ailments which are not covered during the first policy year. Please speak to your AIA Wealth Planner, Financial Planning Executive or Authorised Broker to know more details on this.

**13. Do I have to inform AIA if I am planning to receive treatments overseas?**

Yes, you need to keep us informed if you are planning to be hospitalised overseas. You can inform us within 48 hours, in the event of unplanned hospitalisation.

**14. How can I purchase a Health Protector Policy?**

You can contact your AIA Wealth Planner, Financial Planning Executive, Authorised Broker or call us on 0112 310 310.

## TERMS AND CONDITIONS

If the Life Assured is not the Policy Owner, the benefits provided by this Policy will be applicable to the Policy Owner, whilst the covers are applicable to the Life Assured.

This product can be obtained only from a licensed AIA Wealth Planner, AIA Financial Planning Executive or from an Authorized Broker.

You have the right to choose an insurer and/or an insurance product of your choice and/or to refuse any insurance product that is bundled or tiered with any financial products or services provided by a Bank or any other institute.

## NOTE

- \* Worldwide coverage excludes United States and Canada and is available for a minimum cover of Rs. 2 million.
- \* There are limits on this cover/feature.
- \* This option will be available only if the spouse life cover was obtained from the commencement of the policy.
- \* This is a value-added service offered by AIA. The continuation of this service is at the sole discretion of the company.

This is only a product overview. Terms & Conditions apply. For full product details and Terms & Conditions please refer the Policy Document.





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