



IGI Life Sunehra Income Builder

Multi-Purpose Savings Plan



Why IGI Life Sunehra Income Builder

In today's age of uncertainty, there is nothing that one can be sure of. Smart individuals, therefore, are always on the lookout for opportunities to safeguard their own as well as their family's interests. So, be it an objective of saving for your child's education, marriage of your progeny, building / buying a home for yourself and your family, or starting / expansion of business, IGI Life's Sunehra Income Builder plan is your one stop solution for all your financial needs.

IGI Life Sunehra Income Builder is specifically designed for Soneri Bank's customers and is not available for the public at large. With peace and security of Soneri Bank's customer in mind, the plan provides insurance cover in case of the unfortunate demise / disability of the insured while providing market parallel returns on the invested amount.

Who is it for

IGI Life Sunehra Income builder is intended for far sighted individuals who want a secure future for themselves and their loved ones while at the same time reaping benefits on their hard earned incomes. It is suitable for salaried as well as business oriented individuals falling between the age of 18-65 at the time of purchase while the plan can go up to a maximum of 85 years of age of the insured.

Convenient Premium Payment Term

We at IGI Life are fully aware of the need of our customers. With more than half a decade of history in the Pakistani market, we have come across situations where the customers are unable to pay premiums for long term policies due to multiple financial constraints. Yet their need to save and secure the future for their families is imminent.

Keeping in view this scenario, we have introduced a minimum premium payment term of 10 years in the IGI Life Sunehra Income Builder Plan. Under the arrangement, you are only required to pay the premium for a minimum of 10 years while remaining subscribed to the policy for the defined policy period. Till the end of the policy period, your funds will keep on growing at the prevalent market rates and you can withdraw funds upon maturity.

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.

Benefits of IGI Life Sunehra Income Builder

IGI Life Sunehra Income Builder is a regular premium unit link product where the premium that the customer pays will be credited to his/her individual account to be invested as per the investment strategy chosen by the customer. At the beginning of each month, deductions will be made for fund management charge, admin charge and cost of insurance, if any. This will be done by cancellation of units from the account value.

Key Benefits that are embedded in all income builder policies include

- Life Insurance Benefit:** In case of the unfortunate demise of the insured, IGI Life Sunehra Income Builder will offer the higher of Face Amount or customer's Account Value PLUS Account Value of additional premiums (Account Value Acceleration Premiums) paid by the customers.
- How to calculate your Face Amount:** Depending upon your age, your Face Amount will be determined from the annual premium that you will be paying e.g. for an annual premium of Rs.100,000 the minimum Face Amount for the policy will be Rs.100,000 x 5 = Rs.500,000 and the maximum face amount will be Rs.100,000 x 40 = Rs.4,000,000. The following table depicts the minimum and maximum face amount multiples according to age brackets:

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

VITALITY BENEFITS AND CHARGES

If the customer opts for the Vitality Program at policy inception, the following will be applicable. The customer can cancel the Vitality membership at any point in time. However, once the Vitality membership is cancelled, customer will have to purchase a IGI Life Vitality integrated policy again.

Vitality Benefits:

- Weekly Active Rewards:** In the 1st week of activating the IGI Life Vitality app, the member gets a target to complete 300 points in a week.

On completion (achievement) of the weekly Active Reward goal, the customer will have the option to select

an EasyTickets voucher as their reward. The voucher will be for a 50% discount off a cinema ticket booking with EasyTickets.

OR
a Rs. 500 Mobile Top Up voucher with Easytickets.

OR
a FoodPanda voucher as their reward. The voucher will be for a PKR 500 discount off a FoodPanda order at selected restaurants.

- Monthly Reward – Fitness Device Cash Back Benefit:** Along with the weekly rewards, Vitality Members can earn up to 100% cashback towards the purchase price of a selected Fitness device over a 24-month period*, up to a maximum cashback cap on the purchase price. The member can earn their monthly cashback by

performing physical activities over the course of the month, and subsequently earning the respective physical activity Vitality Points for those activities. By reaching a required physical activity points' threshold throughout the particular month, the member will receive an applicable cashback percentage level for reaching that particular points' threshold.

This Device Cashback gets credited to the customer's account value every month according to the following table.

Points earned in a month	Device Cashback per month
< 1500	0%
1500 – 1,999	25%
2000 – 2,999	50%
3,000 or more	100%

*Terms & Conditions apply

Annual Vitality Integrated Benefit:

At every fifth policy anniversary an additional amount (% of premium) will be paid into the account value as Vitality Integrated Benefit, subject to achievement of Silver, Gold or Platinum status. The percentage of the integrated benefit is dependent on the Vitality Status and the Face Amount multiple at the end of each year in the preceding 5-year period. The table below shows the percentages of the Vitality Integrated benefit:

Face Amount Multiple	Status			
	Bronze	Silver	Gold	Platinum
5 to 10	0.0%	0.00%	0.00%	0.00%
11 to 20	0.0%	2.00%	4.00%	9.00%
21 and higher	0.0%	4.00%	8.00%	18.00%

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 out under the terms and conditions.

How Vitality Works

Vitality rewards its members through a point system based upon physical activity and certain health related questionnaires. The program runs through the Vitality app on the participant's smartphone and points can be measured through the Health app or an optional wearable device.

Daily Points are awarded based on the number of steps taken for the day or increased heart rate to a level for minimum of 30 minutes, whichever is higher.

Physical activity is measured through the Samsung Health app on android phones and through the Health App on Apple iPhones. Both these apps sync with the IGI Life Vitality app in order to transfer the data to Vitality.

Points are awarded as per the below table:

Steps

Activity Level	Steps Per Day	Points Awarded	Age 60+ boost
Minimum	5,000 – 7,499	0	50
Light	7,500 – 9,999	50	50
Moderate	10,000 – 14,999	100	50
Vigorous	15,000+	200	50

Heart Rate:

Activity Level	Duration & Heart Rate	Points Awarded	Age 60+ boost
Moderate(60+)	20 minutes of physical activity at 60% of age-related max heart rate	0	50
Moderate	30 minutes of physical activity at 60% of age-related max heart rate	100	50
Vigorous	30 minutes of physical activity at 70% of age-related max heart rate 60 minutes of physical activity at 60% of age-related max heart rate	200	50
Extended Duration Vigorous	60+ minutes of at 70% of age-related max heart rate 90+ minutes of at 60% of age-related max heart rate	300	50

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.

Miscellaneous Salient Features:

The Integrated Benefit will not be paid for the 5-year period in which premium payment was skipped. The policyholder needs to pay the

due premium in a year in that policy year or in advance in order to avail the Integrated Benefit.

If the policyholder has more than one policy of the Vitality Integrated insurance product, each policy will be eligible to receive the Integrated Benefit at the end of each 5-year period given the set criteria as stated in the terms & conditions of the integrated benefit are met.

If a member previously enrolled in the Vitality Active program decides to opt out, the integration benefits and the deduction of vitality fee will cease. However, the base unit linked plan will continue as is. Furthermore, the member will only be able to join again by buying a new policy.

- Maturity Benefit:** Upon maturity, you will be able to withdraw your Account Value + Account Value of any additional premiums (Account Value Acceleration Premiums) deposited in the IGI Life Sunehra Income Builder Plan.

- Surrender Benefit:** The policy acquires cash value after two years after which the policy can be surrendered for its net cash surrender value.

- Optional Benefits:** In addition to the above mentioned conventional benefits, customers of IGI Life Sunehra Income Builder can choose from the following range of supplementary benefits. List of these benefits and their respective description is mentioned below:

- Family Protection Benefit - Disability:** Family Protection Benefit waives the future premiums in case of permanent total disability of the insured up to the end of rider term.
- Level Term Insurance Benefit:** Level Term Insurance Benefit enhances the benefit payable on insured's death. The Level Term Benefit Face Amount is payable in addition to any other death benefit payable under the basic plan.
- Income Benefit - 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:** A monthly income benefit will be provided following the permanent total disability of the insured up to the end of the elected term.
- Accident Care Benefit:** 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.
- Permanent & Total Disability (PTD):** In the event the insured suffers permanent & total disability, 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.
- 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.

- HealthSure:** Provides financial protection in case of illness or accident that leads to hospitalization to cover in-patient hospital expenses to the insured upto the annual limit of PKR 250,000. Insured can also select this rider for his/her spouse.

Maximum Returns on your Investments

IGI Life Sunehra Income Builder offers 5 different investment strategies for its customers. These strategies are designed in a manner so as to give the best possible return on your invested amount. The plan also allows you to create your own investment strategy by choosing the proportion amongst these 5 strategies. It 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 in 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.

- Shari'ah Compliant Strategy:** This strategy conforms to Shari'ah by investing in Shari'ah compliant instruments/assets.
- Please note that investment risk shall be borne by the policy holder and actual maturity or surrender values may be lower or higher than the projected figures.

Investment Booster

IGI Life Sunehra Income Builder offers 4% extra unit allocation from the 6th year.

Premium Payment Term

As mentioned earlier, minimum premium payment term can be 10 years and the maximum can go up to the policy term chosen.

Partial Withdrawal

Partial Withdrawals can be made from the Account Value after the policy has been in force for at least 5 full years, by redeeming a limited number of units as per the company's terms and conditions. The amount withdrawn is considered a permanent withdrawal and does not have to be repaid. A Partial Withdrawal will, however, reduce the Death Benefit by the amount of Partial Withdrawal.

Complete Surrender

The customer has the right to fully surrender his/ her policy by redeeming all the units in the Account Value after the policy has been in force for at least two complete years. In case of complete surrender during the first two policy years, a surrender charge (as tabulated below) will be deducted. In such an event the units will be redeemed at the bid price and the policy will be terminated.

Policy Year	% Account Value
1-2	100%
3 onwards	Nil

Convenient Premium Payment Facility

You can subscribe to IGI Life Sunehra Income Builder by paying only Rs.25,000 for Non-Vitality and 50,000 for Vitality* during a year. It also allows you flexible payment terms where premium can be paid on monthly, quarterly, semi-annual and annual basis.

**Monthly mode will not be available if the customer opts for vitality*

Indexation

Indexation is an optional feature offered in this plan. Under this feature, your premium and face amount will increase by a fixed amount every year leading to a better cash value accumulation and consequently a higher maturity benefit. Even once opted, you still have a right to decline the option and continue paying level premium subject to certain terms and conditions.

Allocation of Units

The proportion of Premiums and Top Up amounts allocated to Account Value is as follows:

Policy Year	% Allocation of Premium to Account Value
1	55%
2	75%
3	95%
4-5	100%
6 onwards	104%
AVAP	100%

Charges

The following charges apply on the Plan:

Management Charge	0.125% of Account Value per month
Bid/Offer Spread	5%
Administration Fee	PKR 150 per month
Transfer Fee	PKR 500 for each transfer between investment sub-accounts
Processing Fee	PKR 500 on each Partial Withdrawal and complete surrender

Illustration of Benefits with Vitality

The following example portrays the expected Policyholder's Account value of a person aged 35 years. The basic premium is Rs. 100,000 per annum, and with a Face Amount Multiple of 21, the Face Amount is Rs. 2,100,000. The premium paying term and policy term is 20 years. The Projected Cash Values are as follows:

Membership Year	Basic Cash Value	9% Unit Growth Rate		11% Unit Growth Rate		13% Unit Growth Rate	
		Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit
5	429,165	2,100,000	449,165	2,100,000	449,165	2,100,000	449,165
10	1,159,219	2,100,000	1,206,305	2,100,000	1,206,305	2,100,000	1,206,305
15	2,271,580	2,100,000	2,303,070	2,100,000	2,303,070	2,100,000	2,303,070
20	3,721,455	2,100,000	3,872,046	2,100,000	3,872,046	2,100,000	3,872,046

Membership Year	Basic Cash Value	9% Unit Growth Rate		11% Unit Growth Rate		13% Unit Growth Rate	
		Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit
5	429,165	2,100,000	469,165	2,100,000	469,165	2,100,000	469,165
10	1,159,219	2,100,000	1,257,939	2,100,000	1,257,939	2,100,000	1,257,939
15	2,271,580	2,100,000	2,393,027	2,100,000	2,393,027	2,100,000	2,393,027
20	3,721,455	2,100,000	4,022,950	2,100,000	4,022,950	2,100,000	4,022,950

Membership Year	Basic Cash Value	9% Unit Growth Rate		11% Unit Growth Rate		13% Unit Growth Rate	
		Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit
5	429,165	2,100,000	489,165	2,100,000	489,165	2,100,000	489,165
10	1,159,219	2,100,000	1,349,538	2,100,000	1,349,538	2,100,000	1,349,538
15	2,271,580	2,100,000	2,500,070	2,100,000	2,500,070	2,100,000	2,500,070
20	3,721,455	2,100,000	3,872,046	2,100,000	3,872,046	2,100,000	3,872,046

Membership Year	Basic Cash Value	9% Unit Growth Rate		11% Unit Growth Rate		13% Unit Growth Rate	
		Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit	Death Benefit	Cash Value with Benefit
5	429,165	2,100,000	499,165	2,100,000	499,165	2,100,000	499,165
10	1,159,219	2,100,000	1,409,538	2,100,000	1,409,538	2,100,000	1,409,538
15	2,271,580	2,100,000	2,660,070	2,100,000	2,660,070	2,100,000	2,660,070
20	3,721,455	2,100,000	4,311,518	2,100,000	4,311,518	2,100,000	4,311,518

Illustration of Benefits without Vitality

The following example portrays the expected Policyholder's Account value of a person aged 35 years. The basic premium is Rs. 100,000 per annum, and with a Face Amount Multiple of 21, the Face Amount is Rs. 2,100,000. The premium paying term and policy term is 20 years. The Projected Cash Values are as follows:

Years	Expected Rate of Return @ 9%		Expected Rate of Return @ 11%		Expected Rate of Return @ 13%	
	Death Benefit	Cash Value	Death Benefit	Cash Value	Death Benefit	Cash Value
5	2,100,000	452,459	2,100,000	477,077	2,100,000	502,848
10	2,100,000	1,216,472	2,100,000	1,352,220	2,100,000	1,503,767
15	2,318,795	2,318,295	2,735,410	2,734,910	3,231,952	3,231,452
20	3,896,906	3,896,906	4,898,186	4,898,186	6,183,092	6,183,092

Vitality Fee:

A fee of Rs. 320 will be deducted at the beginning of each month for each member from the account value. Vitality Fee may vary from time-to-time, at the discretion of the Company. If the customer has more than one policy of the Vitality Integrated product, then Vitality Fee will be deducted from one policy only; no deduction of Vitality Fee will be made from the other Vitality integrated policies. The details are in the Terms & Conditions.

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